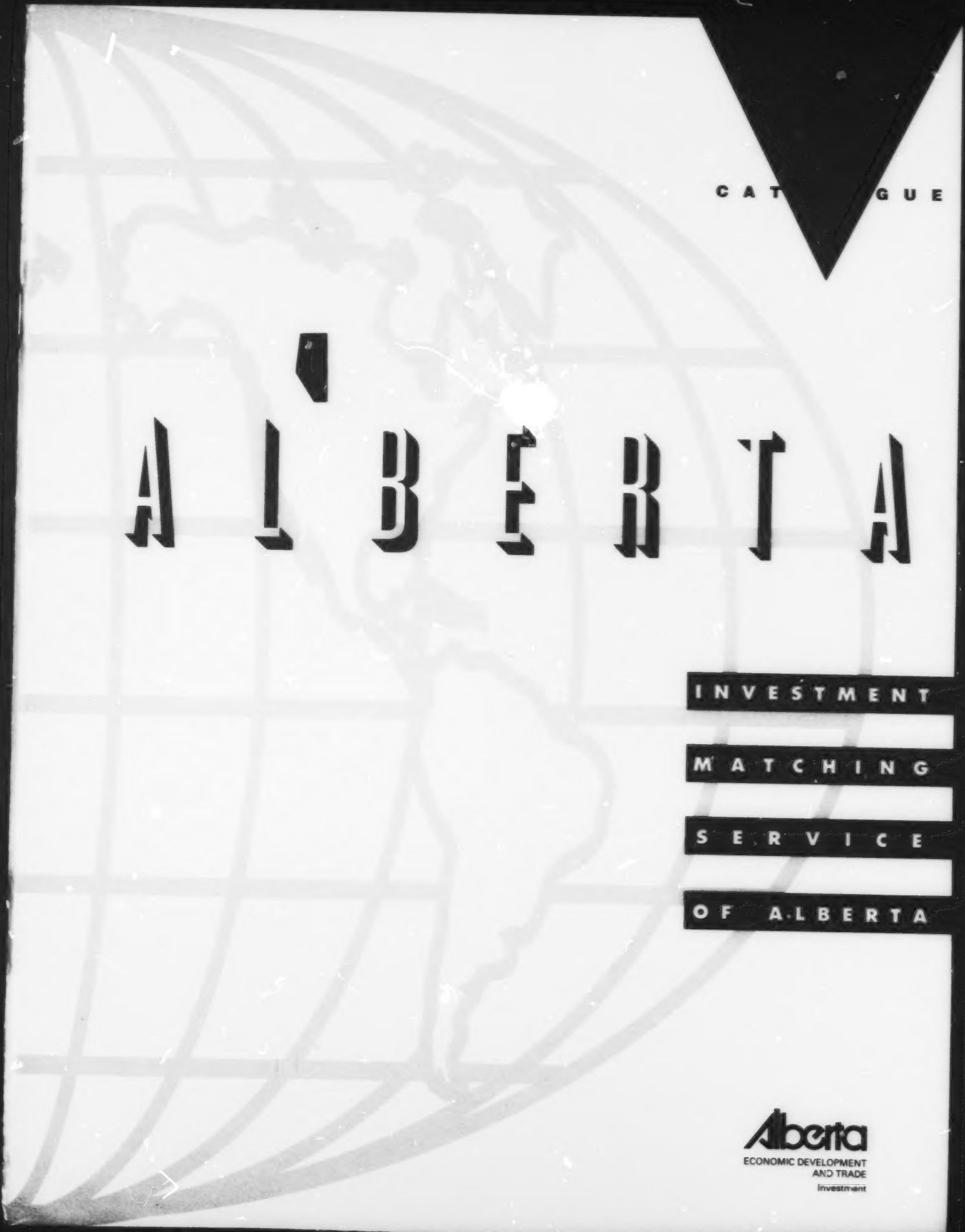




CAT **ALBERTA** GUE

ALBERTA

INVESTMENT

MATCHING

SERVICE

OF ALBERTA

Alberta
ECONOMIC DEVELOPMENT
AND TRADE
Investment

INVESTMENT MATCHING SERVICE OF ALBERTA

Message from the Minister

Alberta is a province founded on a strong work ethic. Our forebears came to the province to work the land and open a vast area of untapped resources. Through their dedication and hard work, a foundation was laid which today has made Alberta's economy one of the strongest in Canada.

That same pioneering spirit is alive and well today, and taking Alberta into the 21st century. Alberta's new pioneers are crossing frontiers in industries which were unheard of just 70 years ago. Industries such as telecommunications, microelectronics, software, biotechnology, and aerospace are the new frontier. These new industries are moving us from a resource based economy to a more diversified economy which will keep us growing for years to come.

In this issue of the Investment Matching Service of Alberta Catalogue we highlight some of those companies that have crossed over the new frontier. You will read about companies such as ACTC Technologies Inc. and Harding Instruments, both of which are profiled in the Strategic Alliance section. You will also find information on Intera Information Technologies Corp., Canadian Foremost, Inventronics, and AMPTECH Corporation.

Our regular features such as Economic Indicators, Investment News, and the IMSA Success Story return to keep you abreast of the happenings in Alberta. This issue's success story, Enviro Industrial Technology Corporation, is literally crushing the competition with a new portable industrial compactor able to travel to remote industrial sites to be used in safe, affordable waste reduction and the cleanup of hazardous materials. In Alberta Infrastructure, we look at recent developments at the Alberta Research Council and the University of Alberta.

Along with all of the interesting articles above, we have also added 33 new entries to our investment opportunities section. To you, that means over 160 opportunities for investment. To us, it means Alberta is a province on the move, a province of pioneers working towards the 21st century.



Peter Elzinga

Peter Elzinga
Minister
Economic Development and Trade

INVESTMENT MATCHING SERVICE OF ALBERTA

Catalogue

The purpose of the Investment Matching Service of Alberta (IMSA) is to identify, develop and market Alberta business opportunities to a global network of investors. Opportunities include direct equity investments, mergers and acquisitions, joint ventures and other forms of strategic alliances.

Business opportunities and investors are registered in the computer matching program to provide a systematic two-way flow of referrals. A counselling service is also available to assist Alberta entrepreneurs develop business plans and promotional materials.

For investors interested in an opportunity, IMSA maintains an up-to-date executive summary and business plan on every venture listed in this Catalogue. An executive summary will be sent to an investor expressing an interest in a specific venture. A business plan is available to interested parties at the discretion of the entrepreneur.

For companies interested in opportunities profiled in the strategic alliance section, IMSA can refer you to the appropriate individual.

If you are interested in registering, either as an investor or as a company seeking investment capital or a strategic alliance partner, please complete the form at the back of this publication.

Direct Inquiries to:

Investment Matching Service of Alberta
Alberta Economic Development
and Trade
Sterling Place
9940 - 106 Street
Edmonton, Alberta
T5K 2P6
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Telephone: (403) 427-3300
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or

Investment Matching Service of Alberta
Alberta Economic Development
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Room 500
999 - 8 Street, S.W.
Calgary, Alberta
T2R 1J5
Canada

Telephone: (403) 297-8916
Telefax: (403) 297-6168

The projects listed in this IMSA Catalogue may be eligible for consideration for approval under the Alberta and Canadian Guidelines of the Entrepreneurial Immigration component of the Business Immigration Program.

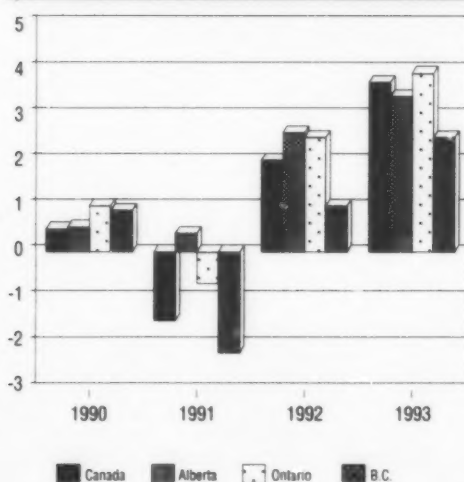
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The Province of Alberta and its agents assume no responsibility for the accuracy of information provided under the Investment Matching Service of Alberta nor for ensuring compliance with any statutory or regulatory requirements.

ALBERTA ECONOMIC INDICATORS

Annual Per Cent Change in Real GDP



Note: 1991 is an estimate. 1992 & 1993 are forecasts.
Source: Canadian Imperial Bank of Commerce (CIBC)

Since 1990, many of the industrialized countries have been experiencing sluggish growth and even recessions. While 1992 and 1993 are expected to bring improvements in growth rates, the strength of the recovery will be modest.

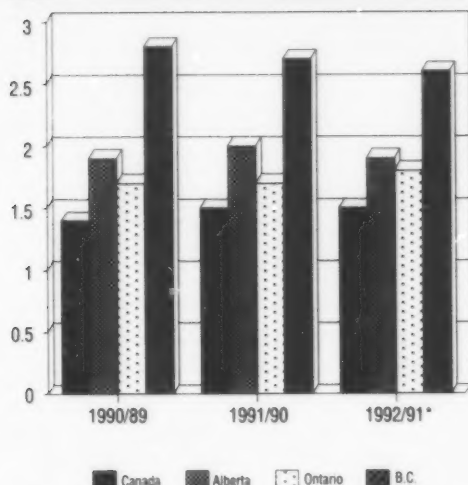
The cyclical downturn that Canada experienced in 1990/91 (see chart at right) was exacerbated by a coincidental need for a substantial industrial restructuring. This economic shake-up occurred primarily in the country's manufacturing industrial heartland of central Canada.

The Canadian economy is now recovering and Canadian competitiveness is being restored, though some hurdles must be overcome before full recovery takes effect. For example, the unemployment rate, which remains high (11 per cent in July 1992), must be lowered and consumer and business confidence must be boosted.

Fortunately, Alberta was only moderately affected by the recession; it did not experience a severe recession like other Canadian provinces. Indeed, in 1990 and in 1991, Alberta's economy expanded by a modest 0.5 per cent, despite some adverse developments. Low natural gas and oil prices led to reduced drilling activity and a significant number of layoffs by the large oil companies. Depressed prices also contributed to an unexpectedly large provincial deficit for fiscal 1991/92.

In 1992 and in 1993, Alberta will continue to have one of the highest rates of growth among all Canadian provinces. The range of forecasts for the province are for growth of 0.4 per cent to 3.4 per cent in 1992 and 3.0 per cent to 4.2 per cent in 1993.

Annual Per Cent Change in Population



* Comparison of first quarter 1992 to first quarter 1991.
Source: Alberta Bureau of Statistics

In 1990, Alberta was the only province to experience an annual net increase in the total value of building permits. By 1991, the recession elsewhere in North America had adversely impacted Alberta, and the total value of building permits dropped by 12.5 per cent (see chart at right). The totals for Canada and Ontario were also down for 1991.

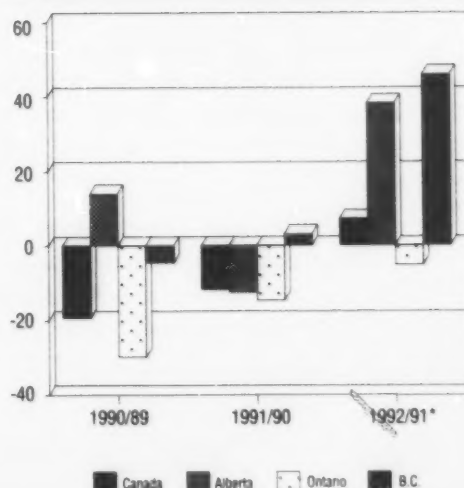
The significant increases in the value of building permits for Alberta and British Columbia for the first two months of 1992 bode well for the future. Indeed, according to Canada Mortgage and Housing Corporation, the outlook for Alberta is favourable. For example, housing starts are forecast to increase by almost 23 per cent in 1992 and another 5 per cent in 1993.

Alberta's population growth rate remains one of the highest among Canadian provinces. During the last three years, only British Columbia has consistently had a higher growth rate than Alberta (see chart at left).

The composition of the total gain is interesting — in 1991, 70 per cent of the increase was derived from births, 18 per cent from international immigration and 12 per cent from other provinces. During the past several years, Alberta has lost population to British Columbia (B.C.) and gained from all other provinces, primarily Ontario and Saskatchewan. Recently, there have been decreases in the numbers of people moving to Alberta from other provinces.

As of April 1, 1992, Alberta's total population was 2.56 million. It is expected to reach almost 2.60 million by the end of 1992.

Annual Per Cent Change in Value of Building Permits



* January and February 1992 compared to same period in 1991.
Source: Alberta Bureau of Statistics

ALBERTA INFRASTRUCTURE

Alberta Research Council

The Alberta Research Council strives to be a pacesetter organization, committed to scientific excellence and technology transfer. Supporting economic development in Alberta through the application of science and technology has been the mandate of the Research Council since its establishment in 1921.

As Alberta's central research and development (R&D) organization, the Research Council is carving out a leadership role in the development and application of technology needed in the global marketplace. The organization not only spans industry, government and academia, it acts as an effective information gateway and technology broker at the international level. By reaching beyond the province to tap international expertise and information, the Research Council brings valuable technology to Canadian industry. The Council has access to databases worldwide and links through other research institutes and government agencies abroad.

Facilities

With more than 500 employees, the Research Council offers a diversified range of scientific, engineering and technological research and testing capabilities in nine departments:

- **Advanced Computing and Engineering.** This unit has established the largest Canadian group working on the implementation of knowledge-based systems.
- **Alberta Geological Survey.** Its work is integral to the province's energy and mineral resource development.
- **Biotechnology.** Located in the main laboratories in south central Edmonton, this department operates a 37,500 litre capacity fermentation and scale-up pilot plant, the only one of its type in Canada.
- **Coal and Hydrocarbon Processing.** Situated west of Edmonton, this department conducts research in coal, heavy oil upgrading, and hydrogen technology.
- **Electronics Test Centre.** This centre has captured 95 per cent of the Alberta telecommunications and electronics testing market; it has also attracted a number of international clients.
- **Environmental Research and Engineering.** This unit addresses environmental concerns, such as soil remediation, groundwater contamination, land reclamation and industrial waste management.
- **Forestry.** This department provides Alberta mill operators with a range of testing and scale-up capabilities for wood products. It has acquired a hot press unique to North America.
- **Manufacturing Technologies.** This group offers an assortment of product development, testing and manufacturing assistance to Alberta industry.
- **Oil Sands and Hydrocarbon Recovery.** Located in northeast Edmonton, this world renowned facility conducts research, including thermal heavy oil and enhanced recovery investigations.

Partnerships

In 1991, the Research Council launched its corporate plan, "A Vision to the Year 2000," which incorporates strategies that will take the corporation into the 21st century. One strategy is to form effective partnerships and alliances with the private sector.

More than 40 companies have shared in Joint Research Venture projects, a highly successful program. For nearly a decade, this 50/50 sharing of resources and matching dollars

has offered small and medium-sized Alberta companies the opportunity to develop and refine products and processes for the marketplace.

Examples of successful ventures include:

- A Calgary-based residential window manufacturer whose manufacturing process was changed from a batch system to a flow-through system. This Engineering Services Group's project (of the Manufacturing Technologies Department) allowed the company to double the value of its sales and to penetrate the Japanese market.
- The creation of a unique pipeline monitoring technology which has penetrated pipeline inspection markets from Norway to Thailand.
- The development of ceramic plates by a Calgary entrepreneur that are used in hard armour systems, as a spin-off from work on a different project with the Research Council. This product has been sold in Canada, the U.K., the U.S. and Australia.

Cooperative undertakings are becoming increasingly necessary in a world of multifaceted and more complex projects. Through networking and collaborative partnerships with other research organizations, governments departments, international R&D alliances and consortia, the Research Council is able to extend access to enormous technological resources.

For example, the Research Council is a founding member of PRECARN, a Canadian pre-competitive consortium designed to encourage the development of applied research and a member of APRO — the Canadian Technology Network (an association of provincial research organizations). In addition,

joint projects are underway with Eniricerche, an Italian research organization. On the other side of the world, the ARC is expanding its activity in materials science with the National Chemical Laboratory for Industry in Japan, and in energy research at the Heilongjiang Academy of Sciences, China. In Canada, the Research Council and Forintek Canada Corporation are pooling their resources for R&D in wood composites.

In subcontracting arrangements, the Research Council is able to act as the subcontractor to firms bidding on national and international R&D contracts. The Research Council contracts to the private sector or specialized research teams in Alberta's post secondary institutions. As for federal government contracts, the Research Council is qualified to act as the prime contractor for the Department of Supply and Services, provided that 55 per cent of the work is subcontracted to the private sector.

It is important to note that the Research Council has a commitment and clear guidelines to ensure that it does not compete unfairly with the private sector.

For more information, please contact:
Dr. R. J. Fessenven, Vice President
Development and Planning
Alberta Research Council
250 Karl Clark Road
P.O. Box 8330
Edmonton, Alberta, Canada T6H 5X2

Telephone: (403) 450-5205
Telefax: (403) 450-5198

or

The Investment Matching Service of Alberta

University of Alberta

Located in Edmonton, the University of Alberta is the second largest university in Canada. With seventeen facilities comprising more than 90 academic departments, an academic staff of almost 2200, a support staff of about 3500 and a student body of around 30,000, the University is a major national and international teaching and research centre. There are more than 80 research centres and institutes on campus and more than 25 companies have been created as a result of research.

In 1991/92, the University of Alberta faculty, many of them world renowned, conducted more than \$85 million in research through grants and contracts. Much of their work has commercialization potential, providing new technologies, processes or products. Over the years, a large number of technologies and processes developed at the University has been licensed or commercialized successfully at the local, national and international levels.

The transfer of intellectual property is now an integral part of the overall function of the University, under the aegis of the Vice President (Research). In July 1990, the Intellectual Property and Contracts (IPC) Office was established. This office facilitates the transfer of University developed intellectual property to outside organizations. Through the IPC Office, an organization may acquire new technology (through licensing), develop new technology (contract research), and obtain technological support (service contract). Technology Management Officers focus on three broad areas: Health Sciences; Agriculture and Biological Sciences; and Engineering and Physical Sciences, as well as software licensing.

Some of the University's major research centres and spin-off companies include:

Alberta Microelectronic Centre — located on campus, the AMC specializes in the design and fabrication of microelectronic components, working closely with industry.

Biomira Inc. — a publicly traded company (North America and Toronto Stock Exchanges), Biomira is involved in research, development and marketing of devices for diagnosing, monitoring and treating cancer. A number of its products are on the market.

Centre for Frontier Engineering Research — C-FER performs innovative research and development of technologies related to the development of Canadian resources, especially in off-shore and marine technology, downhole technology, product application and development, and materials and manufacturing technology. C-FER occupies a state-of-the-art facility in the Edmonton Research Park.

SPI Synthetic Peptides Incorporated — located on campus, this company focuses on research, development and commercialization of clinical diagnostics, peptide-based synthetic vaccines and antibody therapeutics.

SynPhar Laboratories Incorporated — wholly owned by Taiho Pharmaceutical of Tokyo, SynPhar Laboratories uses University technologies and personnel in the research and development of novel drugs, particularly for cancer and infectious diseases. A formal affiliation between SynPhar and the University is the first of its type involving a Canadian university. It facilitates an interchange of University faculty and graduate students with Taiho's research laboratories and researchers. It also provides SynPhar researchers with an opportunity to teach and to do re-

search in the Faculty of Pharmacy and Pharmaceutical Science at the University.

Telecommunications Research Laboratories (TRLabs) — this not-for-profit company is a nationally recognized model of government, industry and university collaboration in the field of telecommunications research and development. Wholly-owned by the University of Alberta, the company also has active relationships with the universities of Calgary and Saskatchewan, a number of major telecommunications corporations (including Bell Northern Research, Telus Corporation, LSI Logic, and Edmonton Telephones), and the Alberta and Saskatchewan governments.

In addition to these companies and centres, with which the IPC Office maintains close liaison, the University has a number of promising technologies and processes available for licensing. As noted, the major intellectual property areas are:

- health sciences (human health care and pharmaceutical);

- agriculture and biological sciences (food science, zoology, botany, animal science);
- engineering and physical sciences (computing science, chemistry, electrical, mechanical, petroleum and mineral engineering, physics and environmental research) and computer software and learning devices.

The University welcomes inquiries on technologies developed in these and many other disciplines. For more information or assistance, please contact:

Mr. David C. Norwood, Director
Intellectual Property and Contracts Office
1-3 University Hall
University of Alberta
Edmonton, Alberta, Canada T6G 2J9

Telephone: (403) 492-5787

Telefax: (403) 492-6446

or

The Investment Matching Service of Alberta

STRATEGIC ALLIANCES

ACTC Technologies Inc. — Situated for Success in a Changing Computer Systems Environment

ACTC Technologies Inc., a Calgary-based custom software development company with a worldwide scope, is looking to establish a strategic alliance to market and develop both software and hardware.

From their 27,500 square foot facility — a fully developed space that features a 4,000 square foot computer room with over \$7 million worth of computers and data communication hardware — ACTC provides software engineering services in the following three markets:

- Maintenance and customer support of proprietary operating systems for major computing companies.
- Migration assistance from proprietary systems to open systems for customers of major computing companies.
- Custom application software developed for governments.

ACTC's unique set of skills are in definite demand in the computing marketplace. The company's growth has seen it expand from being a custom software engineering company for operating systems hardware, to being a major centre for conversion and migration to UNIX based systems. In 1991, ACTC Technologies Inc. enjoyed revenues of approximately \$5 million. "From an original staff of five in 1983, our workforce has grown to over 65 persons — two thirds of whom are employed as software development engineers, technical advisors or project administrators," explains company president and CEO, Dr. Ron George.

Initially established as a department of the University of Calgary, ACTC is now a privately held company owned by: University Technologies International Inc. (a wholly owned technology transfer subsidiary of the Univer-

sity of Calgary), Bull HN Inc., Motorola G.E.G., and the management of ACTC Technologies Inc. The company's strong academic roots continue to provide direct access to the talent and expertise graduating from all major Canadian universities.

A key factor in ACTC's success has been their specially designed project methodology. Using this technique, ACTC's projects have been consistently on time and on budget. This was one reason ACTC was able to establish mutually beneficial strategic alliances with Bull HN in-migration assistance and, most recently, with Motorola Inc. in government software development. The Motorola project resulted in a \$10 million defense industry contract to develop a secure voice and data radio communications system for the Canadian Armed forces.

ACTC's understanding of future technology provides it with an advantageous position in the marketplace. Of note are the company's specific skills and expertise in the area of operating systems in general, and UNIX in particular. "Data communications, workstations, high performance computing (supercomputing -vector/parallel), scientific computing, and integration are just some of the software solutions we provide," states Dr. George.

By establishing strong working relationships with major international computer vendors, ACTC works with them to stay on top of the latest information available to the industry. This "edge" allows the company to successfully market itself globally to computer vendors, operating systems, data communication systems and companies developing UNIX based computers. Clients of ACTC include Bull HN Worldwide Information Systems, IBM

Canada Ltd., Control Data Corporation, Motorola Inc. and Sequent Computer Systems (Canada) Ltd.

With the industry quickly moving to open systems architecture, ACTC's skills in software migration and conversion put it in the most active area of business development. "It's a very exciting time for our industry, and ACTC in particular," Dr. George added. ACTC's standing in the academic sector and its solid relationship with all levels of government offers potential partners a variety of avenues to assist in securing contracts.

If you would like to explore this strategic alliance opportunity for joint development of software and hardware, contact:

Mr. Don Siler
V.P. Marketing & Corporate Relations
350, 6715 - 8th Street N.E.
Calgary, Alberta, Canada T2E 7H7

Telephone: (403) 295-5900
Telefax: (403) 295-5999

or

The Investment Matching Service of Alberta

STRATEGIC ALLIANCES

Harding Instruments — Electronics With a Future

Are you interested in entering into a strategic alliance with a diversified company which develops and manufactures oil and gas flow measurement products and institutional intercom systems? Harding Instruments is such a company. The Edmonton based company is seeking to establish a strategic alliance which will expand and diversify its customer base.

Harding Instruments, which was incorporated in 1969 by a group of four electrical engineering professors from the University of Alberta, currently has 27 full-time employees with sales of \$2.5 million per year. The company occupies 11,000 square feet of space which houses full hardware and software development, debugging, manufacturing and testing facilities.

According to company President, Pat Harding, the picture for the future is bright. "Right now the market for flow computers and institutional intercom systems is growing at an incredible rate," Harding says. "The current annual market for flow computers is 12,000 and is expected to exceed 50,000 within the next three to four years. On top of that 1200 new construction projects, valued at \$18 billion (U.S.), are listed in the 1991 American Correctional Associations Construction Report. Correctional facilities are major buyers of our intercom systems. Based on these projections we are looking for our two main product lines to do very well over the next several years."

It doesn't stop there though. Harding Instruments is not a company which rests on its laurels. The company constantly looks for new product ideas with which to diversify its revenue base. "Since 1985, we've spent over \$3.6 million in research and development," says Harding. "We are striving to become recognized for our commitment to excellence, and for the innovative, high quality products we produce."

Indeed, Harding Instruments has demon-

strated a high level of technical expertise in the products that they have developed. Their current product lines consist of technically advanced flow computational and measurement devices and institutional intercom systems. They have proprietary rights to the technology used in these products.

The flow computers are microprocessor based instruments designed to operate under extreme environmental conditions, and are most often used to measure the flow of natural gas at custody transfer points. One of the company's greatest opportunities lies in modifying this technology to develop flow measurement products for the non-custody transfer market. The potential non-custody market is six to seven times larger than the custody measurement transfer market.

The institutional intercom system was developed as a general purpose voice communications system for use in large institutions such as jails, schools, hospitals, etc. A typical installation might consist of 500 intercom stations, seven or eight exchanges and 10 to 15 operator consoles. To date the company has sold three of these systems for use in Canadian jails.

The company employs an experienced team of design engineers, software specialists and manufacturing experts who are also available to provide contract engineering services.

If you would like to explore a strategic alliance opportunity with Harding Instruments please contact:

Mr. Pat Harding, President
9431 - 41 Avenue
Edmonton, Alberta, Canada T6E 5X7

Telephone: (403) 462-7100
Telefax: (403) 450-8396

or

The Investment Matching Service of Alberta

STRATEGIC ALLIANCE OPPORTUNITIES

For more information on any strategic alliance opportunities, please contact the Investment Matching Service of Alberta.

5004

Canadian Cold Buster

The Canadian Cold Buster bar was developed by Dr. Lawrence Wang, a University of Alberta physiologist. The bar is the winner of an award for the best new food development in Canada in 1992. The bar will slow the onset of hypothermia by enhancing muscle heat production through shivering or exercise and allowing the body to use its energy reserves (fat) to produce quick energy. The bar is useful for sports in all seasons, and may also be used as a dieting tool. Canadian Cold Buster has a manufacturing plant in the interior of British Columbia and a business office in Edmonton. Canadian Cold Buster wishes to expand the distribution of its low calorie energy food bar. Exclusive distributing arrangements with local distributors are being pursued.

5001

Canadian Foremost Ltd.

This Calgary based company designs, manufactures and markets all-terrain tracked and wheeled vehicles and mineral exploration drilling equipment. Approximately 80 percent of its products are exported to over 30 countries around the world. The operations are located in Calgary with a pipe manufacturing plant in Reno, Nevada. Most recently, the company diversified into the energy services sector. A 70 percent owned joint venture, Foremost Progress Ltd., enhances Russian/CIS business activities. Canadian Foremost is seeking a strategic alliance to expand the business base to take advantage of its manufacturing capability, management expertise and global marketing strengths.

5002

Pelorus Navigation Systems Inc.

This Calgary based company supplies, installs, monitors and maintains ground-based aids to aircraft navigation. The company manufactures radio navigational and meteorological equipment. Engineering services for site surveys, feasibility studies and airport NAVAID consulting are also available along with custom drafting and electronic assembly services. A strategic partnership with a large (\$20 million to \$250 million revenue range) international firm where Pelorus remains involved in product development manufacturing, and where proprietary rights are retained, is being pursued.

5003

Sandwell Inc., Datap Systems Division

Datap is a product-based systems integrator providing turnkey solutions in network management systems and intelligent network systems to the telecommunications industry and SCADA systems to the oil and gas industry. Datap designs and develops platform level software technology, adds industry specific applications and customizes a total solution to the customers' requirements. It is seeking a strategic relationship(s) which can achieve geographical market diversification in the telecommunications, oil and gas, electrical utility, water and waste water industries.

5006

**ICS Inc., Industrial
Ceramic Systems**

ICS develops and manufactures advanced ceramic (alumina and silicon carbide) wear resistant products for applications in the resource industries. ICS also manufactures monolithic, alumina plates for use in armour piercing ballistic armour systems applications. The technology utilized allows for the production of large, monolithic, complex and custom shapes for use in pipes, elbows, cyclones, etc. where extreme abrasion, corrosion and high temperature are problems. Complete in house CAD and pattern making facilities complement the production process. ICS is seeking strategic alliances to assist in expanding its markets. It would be interested in acquiring additional and related ceramic technology as well as expanded markets through joint venture agreements with other companies.

5017

**Southern
Telecommunications Ltd.**

Southern Telecommunications competes as a niche designer and manufacturer of telephone products and systems. The company uses its small size as an advantage, coordinating with clients' engineering departments and modifying the products to meet the customers' needs. The company manufactures a caller I.D. phone which allows the user to see the name and phone number of the person who is calling. Southern also manufactures one, two or three line speakerphones. These phones interface directly with the telephone network. Southern is interested in strategic

alliances that will enable it to expand its product line and extend its international market presence.

5012

AMPTECH Corporation

AMPTECH Corporation is an integrated manufacturer of precision injection molded plastic and die cast metal components. AMPTECH specializes in the design, engineering and production of high value, high performance parts, primarily for customers in the defense, telecommunications and agricultural industries. The company is looking for strategic alliance partners who are interested in purchasing, marketing and/or joint venture manufacturing of molded magnesium components. These components would be molded using a new, injection-like, metal forming process.

5011

Inventronics Limited

Inventronics is a precision manufacturer of metal enclosures (to ISO 9002 certification) and packaging for the telecommunications, electronics and electric utility industries. It uses steel and aluminum sheet metal and bends, cuts, welds and paints the metal to make cabinets, piece parts and other components. In some cases, electronic components, systems and harnesses are installed in the metal enclosures, resulting in finished products ready for on-site installation by the ultimate telecom or electronics system customer. The company is interested in establishing a strategic alliance or even a joint venture with an European firm that is in the same or in a complimentary industry.

5010
The AND group inc.

The AND group inc. is looking for a strategic alliance partner who could compliment or benefit from their technological expertise. The relationship could be a joint venture, licensing agreement or a technology transfer. This research and development company offers a multi-platform software distribution system. The Vendor system is a process by which valuable or sensitive digital data may be physically and widely distributed, while the access to this data is controlled remotely with solid security. Typically used in conjunction with CD-ROM, firms such as Adobe, AFGA, Bitstream, Image Club Graphics, MacVONC, Nautilus, Rainbow and others have developed products based on the technology.

5015
AURORA bar code technologies ltd.

The mandate of AURORA bar code technologies ltd. is to integrate alternative data collection and data entry devices such as bar code readers into virtually any computer system. These devices make data entry more efficient. The other components of the computer system interpret and analyze the data. AURORA is looking for partners in computer-related businesses who have specific expertise in their own application niches. For example, companies who provide software and/or systems for manufacturing, inventory control, paper tracking and virtually any system which requires large amounts of data entry are all potential allies.

5014
Beta Monitors and Controls Ltd.

Beta Monitors and Controls Ltd. designs, manufactures and distributes advanced performance monitors for rotating and reciprocating machinery. Its manufacturing and research activities are located in Calgary, while its sales and service activities are centred in Houston, with other sales offices in Kansas and California. Its sales volume is over \$3 million and it has almost 40 employees. The company is seeking a strategic alliance partner that could assist in the expansion of overseas marketing and distribution.

5030
Intera Information Technologies Corporation

Intera provides information solutions to its customers in over 90 countries through the collection, processing and interpretation of data using satellite, airborne, ground and subsurface survey technologies. Intera would like to enter into arrangements with companies who could undertake the distribution of its products. In particular, Intera is looking for companies who are interested in distributing their Petroleum software products or their Geographic Information System (GIS) products.

Success Stories

Alberta Company Set to Crush the Competition

When Joss Royer formed Enviro Industrial Technology Corporation in 1990, he did so with a vision of a cleaner world. In thinking globally and acting locally, the Winterburn, Alberta company developed a high-pressure, portable waste compactor to meet the demands of today's waste management.

Able to operate in remote areas under adverse climatic conditions, the Enviro Industrial compactor is capable of compacting waste into as little as 1/15 of its original size. The compactor's integrated design allows for a high degree of safety, combined with reduced costs in handling and removal of either hazardous or general waste in solid or liquid form. "Environmentally, we feel that this is the most cost-effective and safest system of its kind," states Royer.

The idea was a great one, one that Royer felt could reach beyond Alberta's borders. "We're looking to market the systems in Alberta, Western Canada, and eventually in the U.S. marketplace. That's where the Investment Matching Service of Alberta (IMSA) entered the picture." Royer learned of IMSA through Alberta Venture Magazine and as a result contacted Alberta Economic Development and Trade.

Road King Manufacturing, also of Winterburn, saw Enviro Industrial's listing in the IMSA Catalogue and felt it presented an ideal opportunity to diversify their trailer manufacturing operation. After a series of meetings arranged by their IMSA coordinator, a strategic alliance was struck. The pact sees Road King take over the manufacturing of the com-

pactors and Enviro Industrial Technology Corporation continue the design and marketing of the systems.

"The two models, able to handle four and ten cubic yards of compacted waste, are ideally suited for construction, camp or commercial sites," said Royer. "The range of waste materials that can be handled is achieved by the actual compaction of waste, with liquid waste being retained in the Liquid Waste Reservoir, unique to Enviro Industrial's system." This system's benefits include an elimination of secondary clean up of sites; increased tonnage per removal, resulting in fewer removals; and total mobility, being either skid or trailer mounted.

All in all, Joss Royer's compacting systems help make work sites cleaner, healthier and safer places. Recent environmental awareness has greatly broadened the market for the units. With their recently forged strategic alliance, both Enviro Industrial Technology Corporation and Road King Manufacturing are ready to take on that market and literally crush the competition.

ALBERTA INVESTMENT OPPORTUNITIES

The following Alberta investment opportunities are seeking \$1 million or more:

230 Specialized Real Estate Development

This government-supported Edmonton technology development group seeks a partner with investment capital to participate in the construction of commercial/industrial multi-tenant buildings for occupancy by growing advanced technology companies. Approximately \$3 million to \$5 million is required for the first phase of development, for which the site selection, preliminary design, financial analysis and anchor tenant identification have been completed. The agency can provide significant marketing and leasing support to the investment partner in this project.

530 Simulation Software

The Calgary software company has invested \$5.275 million into the development of TimeWarp technology since 1988. TimeWarp is a Unix based software executive that accelerates the execution of simulations on distributed and parallel computers. The company has recently negotiated a contract to develop a suite of simulation products that are aimed at telecommunication planners, engineers and network managers. Major customers include: A.G.T. Corporation, Bell Northern Research, U.S. Army TRADOC Command, Mitre Corporation, Canadian Defence Department, and the U.S. Navy.

667 Advanced Technology Commercial Transport Aircraft

The company is seeking \$4 million in equity for further product development, to increase its marketing presence in the U.S., and for additional distribution channels.

Incorporated in Calgary in 1985, this company has been engaged in the development of a unique aircraft using an innovative technology developed during NASA's space shuttle program. The performance of the aircraft is similar in some respects to a helicopter, but has a far greater range, is more fuel efficient, has lower maintenance costs and can be used in a wide variety of applications in cargo shipping. It is capable of hovering flight and can load/unload cargo while acting as an airborne crane. Several government agencies have provided grants, and a private investor, with over 20 years experience in the marine shipping business, as well as a Fortune 500 company have provided the majority of venture capital to date. An unmanned prototype has been successfully tested and now \$1.8 million is required to develop a manned prototype and to market the product.

NEW
881

Golf Course/Residential Development

This company, located near Bentley, 70 miles south of Edmonton, was incorporated in 1974. The company wishes to develop land it owns at Sandy Point on

Gull Lake into a recreational and residential tourist destination. The site provides 695 acres of rolling farmland and natural lake shore environment with over two and a half miles of shoreline. It is one of the largest properties with such lake frontage in central Alberta. Zoning has been approved by the county for the development of an 18 hole golf course and 84 country residential lots, each with a minimum size of three acres. The company is looking for \$3 million in equity from one or more investors and 100 percent of the company is available to investors.

678

Fingerprinted "Smart Cards"

This Edmonton company, incorporated in 1988, is in the final development and testing stage of an integrated personal identity system. The "Smart Cards" involve microchips for credit cards, passports, travel visas, health care systems, and other forms of documentation where fraud may be suspected. Fingerprint digitalization techniques are united with "Smart Cards" for user identification purposes. To date, funding of over \$900,000 has been invested in the project including: equity, grants, tax credits and zero percent loans. Additional equity of \$2 million is required over the next two years to complete development on bank cards (the company's second major project) and to market the current system.

724

Pharmaceutical Products

Located in Calgary, this company commenced operations in 1987 and is devoted to the development of novel pharmaceutical products and their commercial exploitation by means of licensing out to established, full scale, pharmaceutical companies worldwide. The company seeks interested parties

capable of financing the clinical trials of three products. These products are treatments for acne and cold sores, genital herpes, and psoriasis. Equity capital of \$2 million is being sought.

743

Endarterectomy Catheter

This Edmonton company has been in business since 1990. The principals have developed a new endarterectomy catheter, to be used to remove atherosclerotic vascular obstructions. The company requires two years to complete its experimental evaluation and the clinical trials of its product. Sales are projected to be in the \$10 million range by the fourth year. Equity of \$1.5 million is being sought to complete the trials and development of the product. Provincial/federal government grants, tax credits and zero interest loans are available for this project.



866

Cattle Feed Processor

This company, located in Wetaskiwin, 35 miles south of Edmonton, incorporated in 1953, is a successful distributor of short line farm equipment. It has recently developed and built a prototype cattle feeder which will be manufactured and distributed by a subsidiary. The feeder cuts, mixes and dispenses Total Mixed Rations (TMRs) to cattle. It is more efficient than any similar equipment currently available in the North American market. The target market is beef and dairy producers in Canada and the United States. Distribution networks are in place in western Canada and are now being developed in the U.S. An equity investment of \$2 million is required to commence production of the feeder. Minimum investments of \$500,000 will be accepted.

764 **Precious Gem Production**

This Calgary company commenced operations in 1991, and proposes to mine, manufacture and market ammonite gemstones in Canada and the U.S. It currently owns 7,800 acres of high quality gemstone bearing leases in Alberta, as well as an option to purchase a mine site in Montana. The market potential in Canada is \$30 million annually and the Montana site will enhance their initiatives in the U.S., where the market is estimated to be up to fifteen times larger than Canada's. A joint venture partner or an equity investment of \$1 million is required and minimum investments of \$100,000 will be considered.

780 **Reversible/Variable Pitch Fan**

This Edmonton company, incorporated in 1988, has the proprietary rights to a reversible/variable pitch fan, and the technology used in its manufacture. The company will produce and market a full line of fan products to service the heavy equipment market. Patents are pending in Canada, the United States, Japan, Europe and Brazil. Now equipment operators can manually slow or reverse air flow, and clean clogged radiators, without stopping or shutting down the equipment. The system can also be set to automatically do all the functions. Equity of \$1.5 million is required for continuing development, inventory and working capital. Licensing agreements for manufacturing will also be considered for Asia, Europe and South America.

781 **Telecommunicator/Data Organizer**

This Edmonton company, incorporated in 1989, has developed a multi-function, pocket-size personal telecommunicator/data organizer that is the first of its kind. It will also be used as a telecommunications device for the deaf (TDD). The company has successfully combined advanced technologies from telex, facsimile, TDD and pocket organizer disciplines into a hand held, personal communicator with multi-functions. An equity investment of \$1.4 million is required for manufacturing, inventory, administration and marketing. The company would welcome an active or passive investor.

795 **Dangerous Goods Storage Lockers**

This Calgary company has been designing and manufacturing containers for the prevention of groundwater and soil contamination since 1988. The environmental products division designs safe storage containers to replace old underground storage systems. The storage technologies division produces precision temperature control storage systems for bio-medical waste, as well as secondary containment storage lockers to provide environmental protection against contamination due to spills and leaks. Over \$1 million in equity has been injected by the present management. Additional equity of \$5 million is required to finalize a strategic acquisition in the U.S., establish a U.S. dealer and expand the Canadian network. Minimum investments of \$500,000 and possible active involvement will be considered.

**875****Architectural Components
and Building Products**

This Calgary company has been involved in the manufacture of architectural components and building products, case goods (furniture), seating and lighting for over five years. The company's success has been in its distinctive product designs, quality and aesthetics of materials such as NeoStone and glassfibre reinforced gypsum used and its custom design service which provides uncompromised service in meeting customer needs. The company has been operating in Western Canada and the Northwestern U.S. and wishes to expand its operations to cover all of North America. Sales are projected to exceed \$2 million within three years with income of \$183,000. Equity of \$1 million is required to expand the manufacturing capability and to develop showrooms in target market areas.

802**Recycled Waste
Plastic Products**

This Edmonton company has been manufacturing and distributing a wide variety of recycled plastic products since December, 1990. All types of waste plastic are used in the process. The company intends to expand marketing Canada wide, with a dealer network of a minimum of 31 members, in the near future. Plans for constructing and/or modifying, improved, high output extrusion machines are ready. The company requires added equity of \$1 million to expand marketing and add equipment, to increase production at the present facility, in order to supply the Canadian market.

828**Dry Pipe Sprinkler System**

This company, located 130 miles north-east of Edmonton, was incorporated in 1988, to design and manufacture an air pressurized dry pipe sprinkler system for residential, and small to medium commercial and industrial buildings. The system, patented in Canada and the United States, is in the final stage of regulatory approval. It does not have the problems of freezing or possible main water source contamination, and by current estimates the cost will be less than one-half that of wet systems. An equity investment of \$1.5 million is required to start manufacturing and marketing of the system. Investors with marketing and/or general management experience are of particular interest to the company.

839**Manufacturer — Wood
Products**

After two years of research and \$150,000 spent on product and market development this company, located in northwestern Alberta, was incorporated in 1991 to take advantage of the growing need for specialty and value added wood products in the California marketplace. Initial contact with potential customers has been very positive and the possibility of entering into long term contracts is very good. In order to construct a sawmill, drying kiln and manufacturing plant to take part in the growing forest industry in Alberta, equity of \$2.2 million is required.

**891****Water Treatment
Using Ozone**

This Calgary company, incorporated in 1983, manufactures and markets ozone generators. Ozone can be used to treat drinking and swimming pool water in place

of chlorine and other chemicals. Treating water with ozone adds neither taste nor odour to the water, as the ozone rapidly breaks down to ordinary water. The ozone generator produces ozone from normal oxygen in air, and can be used domestically or industrially. The company has been supplying ozone generators for use in swimming pools, spas, potable drinking water and air conditioning cooling tower applications. The company is looking for an equity investment totalling \$1 million. At least \$250,000 per investor is required. The funds will be used to centralize and expand production facilities and for working capital.

841

Rail Road Car Refurbishing

This Calgary company was incorporated in 1991, and provides railcar refurbishing services for large transportation companies such as ACF, BF Goodrich, Dow, Home Oil, and NW Oklahoma. It provides services for the re-building, repair coating, and lining of freight cars. The company has already achieved profitability in its short history operating in Western Canada and now wishes to: expand its company awareness in the U.S. and Canada, establish its reputation as the "First Canadian Ship" able to compete with United States based repair facilities, establish its reputation as a quality customer service oriented shop, and develop a loyal long-term customer base. The company is seeking investment capital of \$1 million to become more competitive by reducing debt, and to purchase a wheel lathe to increase revenues by an additional \$750,000 per year.

NEW

911

Plastic Blast Medium Injection Molding

Incorporated in 1988, this Edmonton company has developed a revolutionary sys-

tem that removes paint and coatings using recycled plastic materials as the blast medium. The company plans to become a major supplier of plastic blasting medium to the United States Military and to commercial airlines. Less expensive materials and time (labour) savings make this system significantly more efficient, cost effective and environmentally safe than the chemical stripping processes, in use today. Concurrently, the company has a fully operational injection molding manufacturing facility, capable of producing large and small plastic products such as toys and household goods, for which expansion opportunities exist. The company is seeking an equity investment of \$1.5 million for marketing, research and new product development. A minimum of \$500,000 per investor is required.

649

Electro Optics Company

This Calgary company, has done electro optics contracting and research and development since its establishment in 1979. The company has invested \$1 million in the development of a remote sensing instrument which is the most advanced unit of its type in existence. The new product is poised to capture a significant share of a \$60 million market. The company is seeking an investment of up to \$1 million from one or more investors for expansion.

702

Flat-Proof Bicycle Tires

This Calgary company started operations in 1989 to manufacture and market a bicycle tire which is totally puncture-proof, can never lose air, has no valve stem, requires no maintenance and provides a soft, air-cushioned ride. The company is interested in sourcing \$1 million of investment capital to expand its operations and take the project to the next level. The

company is interested in investors, a joint venture and/or technology transfer with a licensing agreement from parties capable of manufacturing the product.



899

Wire Mesh Concrete Reinforcement

This Calgary company, incorporated in 1953, manufactures a wire mesh which is used to reinforce concrete structures. It has proven to be aggressive, knowledgeable, innovative and adaptable in keeping abreast of changes in the construction industry. The company has captured and maintains a major share of the Western Canadian market for the products it manufactures (currently estimated to be 30 percent). An equity investment of \$1 million is required for new equipment purchases and debt repayment.

725

High Volume/G-Force Centrifuge

This Calgary company, incorporated in 1985, manufactures and rents high-volume, high-G-force centrifuges for use on drilling rigs. Government environmental regulations now discourage the use of sumps and recommend centrifuges be used to clean and recondition fluids at the well sites. These new guidelines have created an immediate demand for centrifuge equipment. However, a shortage of working capital has prevented the company from capitalizing on these new markets. Equity of \$1 million is required by the company to enable it to produce 20 percent of the total market needs. An investor would receive 5,000 shares for each \$100,000 of investment.

786

Integration Software

This Edmonton company, incorporated in 1990, is on the leading edge in developing three complementary software systems: a relational database management functional and performance test system, an information engineering system (integration tool) to build a uniform company wide data base from descriptions of existing databases and files, and an integration technology to enable corporations to access and integrate data from multiple data sources through a single user interface. All three products are universal, platform and application independent. The first two are fully developed and tested and the third is in the final stages of development. The company plans are based on global market potential and require equity of \$2.5 million to complete the integration technology and fund the distribution and support of the three products.

791

Waste Management Turnkey Systems

This company, located in Calgary since 1985, with offices in Texas and Malaysia, has developed a decentralized treatment application for small and medium water/sewage flow systems. It can provide a turnkey package designing, constructing, installing and operating water treatment plants for both domestic sewage and industrial wastewater systems. The management has vast experience in this field and the debt free company already has achieved over \$1 million per year in sales. Equity of \$1.25 million is being sought to fund further expansion. Minimum investments of \$250,000 will be accepted.

**901****Petroleum and Natural Gas Fund**

This Calgary company was incorporated in 1989 and commenced operations in 1990. It proposes to exploit the hydrocarbon resources in the Western Canadian Sedimentary Basin. In order to accomplish this, the company proposes to establish a Petroleum and Natural Gas Land Fund. The company will manage this land fund and will act as the investor's agent in administering the fund. Geologists are on staff who will identify the prospects in which the fund will invest. A fund of \$1 million will be established through the sale of 100,000 units.

805**Oil and Gas Joint Venture Operator**

This Calgary company was incorporated in 1976 and has since become an experienced, cash flow oriented oil and gas operator with a significant production base. It operates in similar fashion to a mutual fund, providing attractive rates of return to joint venture partners and offering them a direct working interest in each well drilled. Each investor is able to control his cash flow independently and the joint venture structure offers investors substantial tax advantages that many other investment vehicles cannot. Returns over the past four years have been between 25 and 30 percent and first year tax write-offs have averaged 59 percent. Investments of \$100,000 to \$11 million will be considered.

820**Four Seasons Resort Development**

This recreation area, located on a picturesque lake 250 kilometres north of Edmonton, was incorporated in 1979, and has

developed and improved its facilities over a number of years. The area presently includes: a campground, cabins, boat rentals, store, cottage and recreational vehicle (R.V.) site leases and utility systems. To date, \$1.2 million has been invested in upgrading. Plans are ready for a 190 unit R.V. land condominium and a 125 lot cottage development site, as well as re-developing the existing cabin/partial service campsite to a full service R.V. area and a 16 unit upscale chalet to be centred lakeside. Equity capital of \$1.4 million is being sought to capitalize on this venture.

827**Drug Store Chain Expansion**

This Calgary drug store chain has been in operation since 1976, specializing in consumer pharmaceutical and general store sales. The individual stores, which vary in size from 3,000 to 44,000 square feet, carry all drug store needs: prescription drugs, over the counter drugs, as well as post office, card shops, toys, and cosmetics, with a variety of seasonal and sundry items. The current annual marketing budget of \$400,000 is primarily concentrated in newspaper and radio ads, household flyers and in-store promotions. Television advertising is anticipated for the upcoming year. Present returns on equity vary from 20 to 35 percent annually. The company is seeking new equity of \$1 million to allow for further expansion.

838**Oil and Gas Development**

This Calgary oil and gas exploration, development and production company commenced operations in 1987. Its acquisition efforts have been directed at quality gas and oil reserves in areas of Alberta and British Columbia, which hold potential for the creation of added value through further development and from improved

marketing arrangements of existing reserves. Existing oil and gas assets were purchased for \$13.5 million and have been evaluated by reputable independent consultants to have a value exceeding \$20 million (20 percent discounted cash flow on proven properties). The company is seeking \$5 million in new equity and will entertain minimum investments of \$135,000. Significant investors could be included on the Board of Directors.



915

High Tech Golf Shelters

This Calgary based company incorporated in 1986 constructs and operates indoor golf driving ranges and shelters. The shelters are flight, climate controlled golf domes and two facilities are currently operating, one in Edmonton and the other in Calgary. A second golf shelter is being developed in Calgary, another in Montreal and three to five facilities are planned for Toronto in the near future. It is estimated there are two to six million golfers in North America and it is known that they spent more time practising the game than actually playing the game. Returns on investment on the Calgary operation have ranged between 30 and 40 percent. Equity of \$1.5 is being sought to retire existing debt, develop and acquire additional indoor and outdoor driving ranges, and to increase the companies working capital.

856

Specialized Oil Geological Services

This Calgary joint venture company was formed in 1991 to provide highly specialized geological services to primarily Alberta-based oil and gas enhanced productivity efforts, currently underway in the Confederation of Independent States (formerly the USSR). In addition to providing valuable geological information, the company will also initiate a revolution-

ary process of training Russian technicians in Western methods, providing companies with on-site exploration expertise. The principals have a well developed client list established from supplying this information to other oil companies, previously on a contract basis. The company is seeking \$1 million, to purchase specialized computer equipment and to provide working capital for the joint venture.

862

Environmental Reclamation Products

This central Alberta company, with headquarters in Calgary and established in 1986, currently provides calcium based products to the petroleum and agricultural industries. Agriculture products include: animal feed, fertilizers, powdered lime for poultry farmers, and powdered gypsum for mushroom growers. Drilling mud, soil reclamation products, and asphalt filler are produced for industrial clients. The Western Canadian offices of a joint venture partner will be used to expand its market area and add new reclamation products such as soil conditioners, fertilizers, calcium blended products for salt spills, and hydrocarbon contaminated soil wash solutions. Equity of \$1 million is required to purchase the existing plant and for new product development.

727

Apparel/Trading Company

This Calgary operation, founded in 1983, is a prominent apparel company, holding various licenses for the major sports leagues. The company seeks to complete a vertical operational expansion of the business into the U.S. and Asia. Equity capital of \$5 million is being sought, preferably from a strategic partner.

758**Premiere Golf Course/
Lodge**

This company, incorporated in 1989, has land and development plans to construct a premiere eighteen hole golf course near Wetaskiwin, thirty miles south of Edmonton. The championship rated course is to be located amongst mature trees and will crisscross two creeks providing an exceptional course design. Revenues of \$4.4 million and pre-tax profits of \$1.7 million are projected within three years of operation. An equity investment of \$3.8 million is required to complete the development of the course and facilities.

**872****Clarion Hotel — Okotoks**

This hotel, located 30 kilometres southwest of Calgary, will provide upscale rooms and a 5,000 person banquet and meeting facility for Okotoks and the Calgary areas. Guided tours, trail rides and commuter services will be provided to guests. A business centre with full secretarial support, a communications network system and computer services will serve the business traveller. The facility will have three executive suites on permanent lease to corporations, 20 of the suites for the business market and the remaining 20 standard size rooms for general tourists. The hotel will use the "Choice 2001 Reservation System" to connect with travel agents around the world and concentrate on business travellers, conferences and executive group tours, as well as meetings and events within the region. First year revenues of \$658,000 are projected and \$1.2 million in equity is required to complete the development of the facilities.

815**Carbothermic Reduction
and Vacuum Decarburizing
System**

Originally started in 1976 and to be located in southern Alberta, this resource manufacturing company has developed and patented a unique process to allow for the manufacturing of a low cost, high quality product that has a wide range of applications within the metallurgical, refractory, chemical, and primary steel industries. A full federal environmental review rated the impact of this advanced technology as "acceptably low." By securing \$500 million in purchase contracts in the next ten years, this world leader in furnace design will be drawing on its extensive experience of similar projects to set up a highly modern and productive smelter. Equity of \$10 million is required to complete the project financing and begin plant construction and product development.

817**International
Communications Network**

This Edmonton based operator is in the development stage of an on-line information retrieval system for business communications between North America and the Ukraine. In order to facilitate such transactions as investment, development and joint ventures between companies in Canada and the U.S. with companies in the Ukraine, the principal plans to provide on-line information systems available to a variety of parties. The system will include information on legal statutes, government regulations, financial services and trade data from the three countries. An equity investment of \$1.5 million is required to purchase the appropriate hardware and to provide an operating line for future development.

850**Drill Bit Manufacturer**

This company, formed in early 1992 in Red Deer, is planning to manufacture a limited line of down hole drill bits consisting of 4 1/2" and 4 3/4" sizes. The bits are primarily for use by the oil, mining, water and construction industries. Currently, there are no Canadian manufacturers and the major U.S. firms are not focusing on these smaller sizes. Based on the current demand for standard drill bits, the company is looking for an investment of \$2 million to begin manufacturing.

NEW**888****Medical Lab Supplier and Abattoir**

This Edmonton area company, incorporated in 1985, is involved in two diverse but complementary business areas: medical supplies and meat production. It currently has operations in Ardrossan and Calgary, but plans are to centralize in Ardrossan. A large customer base has been established in Alberta and now the company is ready to expand to the rest of Canada and eventually to the United States. The company produces many products for medical laboratories, including: reagent for nutrient based cultures, culture media, stains, organisms, organs, petri-dishes and more. The slaughterhouse side produces fully inspected meat products from both domestic and game animals. Equity of \$2 million is required to complete facility construction, asset purchases and research and development.

860**Component Sport's Roof Rack**

This Calgary company, formed in 1991, is involved in the marketing of new and innovative roof top carriers. The roof racks are of an award winning design, will cus-

tom fit to all models of cars and are manufactured with both removable and permanent mounts. The products are already accepted as Original Equipment Manufacturer (OEM) by several Canadian auto companies. The company now wishes to pursue the lucrative American markets, as well as the after market for all of North America. Equity of \$2 million is being sought to acquire the manufacturing rights and equipment. A minimum of \$250,000 would be considered to commence with the after market distribution.

NEW**887****Efficient Fluorescent Lighting**

This Edmonton company, incorporated in 1987, distributes a power reducer for fluorescent lighting systems. The company has also purchased the technology to a micro-controlled industrial battery charging controller and has acquired the basic technology for a fluorescent sinusoidal electronic ballast from a U.S. based research and development corporation. Presently, the manufacturing and assembly functions for existing product lines are contracted out to qualified Canadian companies. The company is seeking a \$1 million equity investment, or a combination of equity/debt. The funds will be used as working capital in the commercialization of the aforementioned products.

The following Alberta investment opportunities are seeking less than \$1 million:

675**Sports Racing Car**

This Calgary company was formed in 1989 to develop, manufacture and market high performance racing cars. The one-seater, new concept design is fully

A.S.N./SCCA compliant and a U.S. patent is pending. A comprehensive market research study, conducted in 1991, demonstrated a market exists for this moderately priced, technically superior race car aimed at the growing class of recreational race car drivers, as it is a very close fit with the informed racer's "dream car." Equity of \$150,000 is needed to expand production and undertake a marketing program.

NEW
868

Multi-Purpose Industrial ATV

This Calgary company was formed in 1990 to design and manufacture small, environmentally friendly, industrial all terrain vehicles. The units are compact, powered by a powerful diesel engine and have a six wheel hydrostatic drive to minimize ground pressure. Increased environmental concern has caused forestry departments to restrict access to a maximum two meter cuts, from eight metres and conventional vehicles can not meet this new criteria. A director of the company has built up an extensive network of potential clients over the last six years, as he has owned and operated a seismic service company dealing with land permitting, survey and line construction, and the owner has been a supervisor for a major oil and gas company for the past seven years. Sales for 1992 are projected to be \$2.6 million with net profits of \$630,000. Equity of \$250,000 is being sought for additional R&D and for market expansion.

682

Thermoplastic Technology

This Calgary company, established in 1987, is a leader in the application of thermoplastic protective coatings for the protection of fixed field structures. The application, known as "flamecoating," forces a variety of finely powdered ther-

moplastics through a flame and onto various surfaces protecting them against corrosion, abrasion and chemical resistance. A joint research venture with the Alberta Research Council costing \$830,000 has just been completed, proving out the efficiency of the product and its process. Equity capital of \$300,000 to \$500,000 is required for working capital and market development.

697

Battery Recharging System

This company, located near Calgary, was established in 1986, and has developed a new technology designed to maintain, analyze and recondition up to 260 different types of batteries simultaneously. The system can: erase memory build-up in NiCad batteries, employ a pulse changing technology, designed to safeguard the battery, and recharge any type of rechargeable batteries. It comes in modular units which are readily expandable from four to 260 pockets. Product testing was completed January 1, 1991, and prototypes have been developed. Customers to date include, Boeing (Westinghouse/Hanford), the State of California Transportation Department, Jacksonville, Florida Sheriffs Department, National Power in Chicago and France, Canadian Mountain Holidays and Moco Canada. Equity of \$500,000 is required for expansion.

713

Portable Wheelchair Lift

This Edmonton company, incorporated in 1991, commenced operations in 1988 to manufacture and distribute a portable wheelchair lift. The electrically powered lift, which weighs only 40 pounds, can support up to 500 pounds, raise to a maximum of one foot above ground position, rotate 360 degrees and tilt up to 45 degrees. The "Lift" works equally well in

the home or workplace and has two small wheels for easy maneuverability and storage. The company requires equity of \$500,000 for manufacturing and marketing.

719

Portable Golf Driving Range

This Edmonton company, incorporated in 1988, has been manufacturing "Portable Electronic Golf Simulators" since 1987. The patented simulator utilizes a captive ball that when hit, pivots down onto a sensor and pops back up ready for the next swing. An electronic display indicates distance and direction of ball travel. The simulators are fully portable. Thirty commercial coin operated units have been sold and a compact plastic consumer model has been developed for home use. Mold fabrication and marketing is underway with the U.S., Japan and Korea. Equity of \$500,000 is required to complete fabrication and marketing.

NEW

870

Safety Services and Products

This Calgary company, founded in 1986, provides a full line of hands-on safety training as well as consulting services and sales of safety related merchandise. It offers a complete line of classroom instruction in a variety of safety related areas, such as the management of hazardous material and the prevention of hydrogen sulphide related injuries. The company has the number one market share in safety rescue training in Canada and a substantial portion of its clients are repeat business, the result of well developed, long term relationships. Revenues of \$1,993,000 are projected for 1993. Equity of \$256,000 is being sought and minimum investments of \$100,000 will be considered.

721

Educational Toy Manufacturer

This company, incorporated in 1988, has been producing high quality educational toys in the Edmonton area since 1983. Last year it sold 60,000 toys and 73 percent of those sales were in the U.S. The company also uses its excess automated powder coat painting capacity to generate an additional \$10,000 to \$15,000 in revenues per month. Current sales are \$1.5 million which the company projects can be increased to \$3.3 million by entering the European market. Equity of \$250,000 is required to develop these markets.

760

Lake Louise Tourism Attraction

A partnership of local business people propose to restore the Lake Louise railway station, a designated historical site and to promote the facility as a national/international tourism attraction. The station would be restored to its original appearance and a restaurant, dining room, gift shop, passenger service facility and interpretive station garden would be developed. Leases, rents and development agreements with the Canadian Pacific Railway are considered to be extremely favourable in Banff National Park, where development is highly restricted. A marketing plan, targeted at specialty rail tours is in place and \$805,000 is required for renovations, a staff residence and working capital.

772

Nutritious Snack Foods

This agri-food processing company, located near Medicine Hat, 200 miles south-east of Calgary, has been producing wheat, oats, sunflowers, peas, beans and

lentils into snack foods and salad toppings since its incorporation in 1989. The Salad Gold line has been successfully launched in Canada Safeway across Western Canada. A new product called Wheat Crunch has been extensively test marketed and results, as well as preliminary sales, show a strong demand for this nutritious lunch box snack. A.C. Nielsen estimates the market in British Columbia and Alberta alone to be \$25.2 million annually. Equity financing of \$175,000 is being sought to launch the new Wheat Crunch line and to continue to develop new products.

774

Multi-Purpose Display Stands

This Edmonton manufacturer, started in 1988, produces a wide range of display stands to hold items ranging from photographs, pictures, books, magazines, collector plates and signage/graphics up to 48 inches tall. Several large contracts are in place or pending for the products which are patented in Canada and the United States. The company has obtained, in its formative years, extraordinary success and acceptance of its product in the North American marketplace. The company is seeking an investment of \$150,000 for marketing to retailers and other distribution channels, inventory and fixed assets.

788

Dental Office Management Systems

This Calgary computer software company, with specialized expertise in dental office management software and multi-user computer hardware/software integration and networking, has been in operation since 1980. The dental office management software is the most state-of-the-art technology available for dentists, and the company is the sole supplier

of Texas Instrument products in Western Canada. Higher than normal profit margins on sales are realized as comparable alternate sources for its products are minimal. The company is seeking \$300,000 of new equity to provide working capital to expand its established markets.



877

Business Network

This start-up Edmonton company proposes to establish a network of businesses which would assist and support firms new to the Edmonton area. Network members will be established companies offering products and services which are especially beneficial to business in the early stages of growth. There have been 40 such categories identified so far, each being granted exclusivity in their own municipal area. The company is seeking \$100,000 capital to aid in the start-up of the service and to provide ongoing operating capital until a steady cash flow is established.

798

Compartmentalized Recycling/Waste Container

Incorporated in 1990, this Edmonton company will manufacture and distribute a one step compartmentalized container, constructed of recycled plastics and used for both recyclable and non-recyclable waste. Research indicates that 90 percent of the population respond when given the opportunity to recycle. The advantage of this product is that it coincides with the development and implementation of recycling. Total equity funding of \$400,000, of which a portion has been secured, is required for full scale production and marketing in the North American marketplace.

804**Truck and Auto Accessory Manufacturer**

Incorporated in 1983, this Edmonton company designs and constructs molds, and manufactures fibreglass reinforced polyester (FRP) truck and auto accessory products, including running boards, tonneau covers and "ground effects." All of its products are patented and marketed throughout Canada and the U.S. To continue its leadership in the field of after market accessories, the company intends to slowly expand available accessories for the auto market. To carry out expansion and the continued implementation of new, stronger and better products, equity of \$300,000 is required.

807**Cold Mix Asphalt Manufacturer**

This Edmonton company, incorporated in 1988, is in the start up phase to produce a unique cold mix asphalt. By using solid waste materials, such as concrete and asphalt shingles, the company offers a very low cost product to a market that is worth over \$52 million in Alberta alone. With patents pending in Canada and the U.S., the company continues to research ways to make the product more versatile for the North American market. To begin the operation of this unique process, an equity investment of \$300,000 is required to set up manufacturing facilities and commence production.

816**Home Warranty Service**

Incorporated in 1990, this Edmonton company provides a warranty insurance service for the new and re-sale home market in Western Canada and Ontario, which covers 86 percent of home sales in Canada. The policy benefits the buyer,

the seller and the realtor and covers all household systems and appliances included in the sale. The program offered by this company is the only one of its type approved by both Consumer and Corporate Affairs and the insurance councils of Ontario and each of the four western provinces. Equity of \$300,000 is required to increase marketing and promotion and for working capital.

819**Remote Miniature Reconnaissance Vehicles**

This Calgary company, incorporated in 1989, specializes in the development and manufacturing of remote piloted vehicles for use by: police, armed forces, the film industry, customs, and industrial applications. The primary products are a miniature tracked vehicle, a remote controlled helicopter and airplane, each video-camera ready and having applications in surveillance, contraband inspection, air quality monitoring, as well as hazardous situation reconnaissance. The initial selling range of the products is between \$9,000 and \$10,000 and an order from the R.C.M.P. is already in hand. Equity of \$225,000 is being sought to manufacture an inventory of the products and common shares are being offered.

**879****Mobile Filtration Units**

This company, formed in 1992, has developed a unique mobile filter system which provides a custom fluid clarifying and reporting service, with filtering technical expertise and fluid analysis services. The system will provide increased filter life, lower filter replacement costs, high flow rate capabilities, increased filtering efficiency and greater application flexibility in optimizing oil and gas recovery. Customers will include oil and gas producers, gas processing plants, petro-

chemical plants and their distribution facilities, chemical processors and suppliers, food processing plants, industrial manufacturing plants, hazardous waste companies, municipalities, and governments. Common stock representing a 50 percent interest in the company is being offered for \$300,000. The proceeds will be used to set up a shop, outfit the first filter unit and for working capital.

822

Bottled Natural Spring Water

This company, incorporated in 1988 and located in west-central Alberta, produces a natural spring water which is calorie-free and low in sodium. The source of the water is an underground spring in the forestry zone bordering the Rocky Mountains. The company's production facility is at the water source. The firm currently supplies Canada Dry Bottling in Alberta and McCain Foods for the Japanese market. The company is seeking a hands-on equity partner to enhance sales in the retail sector and manage the southern Alberta market. An investment of \$500,000 is required to expand the production plant, develop new markets, retire debt and increase working capital.

826

Animated Motion Neon Signs

This Calgary company, incorporated in 1989, was created to develop, manufacture, and market electronic neon transformers and fluorescent ballasts utilizing proprietary technology. Its line of electronic neon transformers offer unparalleled animation or motion function ability to both indoor and outdoor lighted signs, while eliminating the energy waste and fire hazards associated with static neon displays. The North American neon display market is estimated to be worth \$100

million and growing at five percent per annum. The company is seeking \$800,000 equity to finance its market expansion and ongoing development needs. Minimum investments of \$100,000 will be considered for investors who can also contribute marketing or production skills.

830

Plastic Container Manufacturer

This Edmonton company, incorporated in 1975, is a fully integrated plastics manufacturer that offers a wide range of plastic containers. Through innovative designs, effective cost management, and quality control, the firm has been able to grow with the ever changing plastics industry. Now, faced with unprecedented expansion opportunities, the company requires an equity investment of \$500,000, to be used for marketing and manufacturing equipment upgrades, to take advantage of this extraordinary opportunity. Up to 50 percent of the outstanding shares are being offered for this investment, and an active participant is desired.

832

Identification System

Due to the ever increasing lists of missing children, this Edmonton company, incorporated in 1991, is launching a new, and innovative identification program in Canada and the United States. This service will use the latest in electronic data processing technology to assist authorities in the location of these children and other special interest groups, such as the elderly. An initial investment of \$200,000 is required to begin marketing this service. A joint venture with companies or individuals is of particular interest to management.

837**Soil Decontamination Service**

This Edmonton company, incorporated in 1991, has secured the Canadian rights to an innovative, fully portable, self-contained soil decontamination unit. The process of removing hydrocarbons and returning the soil to its original condition, has been successfully marketed by the U.S. manufacturer. With this proven technology, the company expects to become the leader for soil decontamination services in Canada. An equity investment of \$300,000 is required to complete the marketing plans. Investors who have extensive petroleum marketing experience are of particular interest to management.

**880****Battery Distributor**

This Calgary company, incorporated in 1988, is a distributor and marketer of batteries. The company was formed in response to an opportunity which presented itself after the Canada-U.S. Free Trade Agreement was signed. The reduction of import duties on batteries manufactured in the United States allows the company to deliver a quality product at a lower price than Canadian competitors. The company has entered into a strategic alliance with a proven battery manufacturer based in the United States. They are able to provide a high quality product and excellent service while maintaining a very competitive price level. Equity of \$250,000 is required to build inventory levels and a combination of debt and equity would be accepted.

840**Reforestation Nursery**

This northwestern Alberta based company was incorporated in March of 1991 to capitalize on the increasing demand for

tree seedlings by the Alberta forest industry. The company will also produce horticultural products and Christmas trees. Ideally situated close to its primary customers, requests have already been received by the company for its products. Recent projections indicate that the market for seedlings in Alberta will more than double to over \$15.5 million by 1995. In order to take advantage of this unique opportunity to participate in the expanding Alberta forest industry, an equity investment of \$864,000 is required for site construction and product distribution.

851**Discount Computer Retailer**

This Edmonton based company, incorporated in 1990, has developed a retailing system, that will allow the firm to capitalize on the rapidly changing computer industry. By operating in a manner similar to that of a mass merchandiser, the company will offer significant discounts on a range of computer products and services that offer value to the small and medium sized business and home based user. Specialized service and a highly trained staff will also be used in order to set the company apart in the marketplace. An initial investment of \$200,000 is required to commence the retail operations. Funds will be used to set up the store and for working capital.

852**Food Smoker Manufacturer**

This Edmonton company commenced operations in 1987 and is now in the process of expanding its product line and its markets. Currently, three products are offered: an electric food smoker, six types of wood chips, and two cure seasonings. Through superior construction and ease of use, the company has been able to effectively compete against its two main

American rivals. In order to take advantage of the Free Trade Agreement and to expand its markets, the company is moving into Eastern Canada and the U.S. Additional products in all areas are under development. The company has recently added a new product line called travel guard which attaches to the trailer tongue to prevent road debris from damaging the trailer and what it is carrying. An investment of \$750,000 is required to complete market expansion and to introduce the new products.

855

Ultrasonic Golf Club Cleaning Machine

This Calgary company was incorporated in February, 1990 to design, manufacture, and distribute an ultrasonic golf club cleaning machine. Its proven ultrasonic technology can clean a full set of golf clubs or grips in about two minutes, using an environmentally friendly solution. The cleaning units would be installed at golf courses — free of charge — and a share-structure contract regarding revenues between the supplier and user would be signed. There is no comparable product, on the market today. Investment capital of \$250,000 is required to commence production and distribution.

857

Oilfield Monitoring/Control System

This Edmonton company, incorporated in 1989, is in the final development and testing phase of an innovative oil well monitoring system. The system will enable oil companies to electronically monitor all major aspects of daily field operations. This will lower production costs, prevent potential technical and environmental problems before they arise and, at the same time, increase technical information on the well. Initial customer

response has been very positive and unit sales are imminent once production begins. An initial investment of \$750,000 is required to finalize development and begin production and installation of the system for the first customers.



884

Safety Product for Slippery Areas

This Calgary company incorporated in 1991 has the exclusive rights for Alberta to a specialty chemical treatment compound that renders tile, porcelain and stone surfaces non-slippery. The compound only needs to have water added and it can be applied by inexperienced personnel. The company is debt free and is already close to being profitable after one year in operation. Equity of \$100,000 is being sought to expand its operations within the province.

858

Carbonated Beverage Manufacturer

This Edmonton company, incorporated in 1992, has recently completed the introduction of a new line of soft drink flavours. The carbonated beverages are licorice flavoured and have been test marketed in Western Canada. The company is now ready to expand to the rest of Canada and then into the United States. Management feels that the product is unique and that it will be able to create a lucrative niche for itself within the North American soft drink marketplace. An equity investment of \$360,000 is required to expand the marketing campaign and increase manufacturing and production facilities for the product.

859**Fragrance/Cosmetic
Manufacturer**

This Edmonton area company, which commenced Canadian operations in 1999, has recently purchased its U.S. parent and is now in the process of expanding its business to the rest of North America. It is a network marketing company that manufactures and distributes a unique line of fragrances and related cosmetics. The company is debt free and had sales in excess of \$3.6 million or 1.7 percent of the Canadian fragrance market in 1991. An equity investment of \$400,000 is required to complete its expansion into the remainder of the U.S. market and to provide stable working capital.

864**Evening
Entertainment Tours**

This international corporation is in its second year of operation. It is unique in the world and is growing rapidly. The company provides British double-decker bus charters and evening tours to a widely based clientele. It works with and has exclusive rights to all major events, festivals, nightclubs, pubs and comedy clubs. Between venues, customers are entertained by experienced guides, comedians and entertainers. Management has identified a number of markets nationally and internationally to which it currently plans to expand. Investments of \$300,000 to \$1 million, depending on the size of the city, are required. There is possible funding available through municipal, provincial and federal governments. The company will entertain offers to develop each market by way of franchise, joint venture, or partnership with potential investors.

47**Computerized Road
Travel Information**

This Calgary company, incorporated in 1985, has a computer database which contains approximately 272,000 records covering most highways in North and Central America, Europe and the Middle East. Within seconds, travellers can obtain detailed printouts showing a variety of information, from the type of highway chosen, to hotels and other attractions, with distances and times between each point in both miles and kilometres. The company is seeking an investment of \$238,000 for expansion purposes, preferably on a partnership basis.

556**Gas Supply Management**

Incorporated in 1984, this Calgary company offers strategic gas supply options for major industrial and utility gas users in North America. The company works with a core of small to medium size exploration companies to provide joint venture exploration opportunities for the gas users. The full range of other options — gas reserve acquisition, prepayment contracts and direct purchases is also provided. Use of natural gas for electricity generation is expanding the market reach for this program and capital of up to \$100,000 is required to fully exploit this opportunity.

**886****Insulated Masonry
Building System**

This Calgary company was formed in 1992 to market a patented insulated masonry building system in Alberta, British Columbia, the Yukon and the Northwest Territories. The product incorporates an energy efficiency of R-18, ease of construction as it can be installed by amateurs and cost effectiveness and it is

aesthetically pleasing. Marketing initiatives targeted at architects, designers, builders and contractors have resulted in \$300,000 of sales to date. Expansion capital of \$300,000 is being sought and minimum investments of \$100,000 will be considered.

583

Temporary Staffing Services

This Edmonton company has been in operation since 1975. It has developed a \$4 million business supplying office clerical staff, industrial staff, contract technicians, and employee learning services to industry and government. The company wishes to expand two of its operating divisions and open an office in Calgary. Equity of \$300,000 is required.

638

Environment Friendly Products

This Edmonton company, operating since 1989, has the exclusive Canadian rights to a process of manufacturing 100 percent biological, recycled and organic products. Primary uses are as a fertilizer, soil conditioner and compost activator with applications in cosmetics and health foods as well. The product is derived from winery wastes and will be manufactured in the Niagara Peninsula, the Okanagan Valley and possibly in the Yakima region of Washington in the U.S. The company will either license the rights or manufacture on a joint venture basis and retain distribution and marketing rights. Equity of \$900,000 is required to set up manufacturing facilities on site with the grape processors.

741

Mainframe Performance Enhancement Software

Since 1987 this company, located in St. Albert, north of Edmonton, has been involved in the development of a system software package designed to increase the performance of mainframe computers. The product gives the IBM System 370 users 25 percent faster response time and 25 percent greater throughput. The software package commands a high gross margin and sales are projected to be in the \$5 million range within three years. Equity of \$360,000, primarily for marketing, is being sought.

757

Multimedia Computer Based Training

This Edmonton company, incorporated in 1989, has developed: technical industrial training, an advanced computer based training, and multi-media graphic information service products, for use in the oil and gas, petrochemical, pipeline, forestry, and pulp and paper industries. It will initially concentrate on advanced computer based training programs and then will move into the field of multimedia graphical information service products. The company has already completed two major projects and sales are projected to be \$3.5 million with pre-tax profits of 22 to 24 percent in three years. An equity investment of \$250,000 is required, to be used for marketing operations and further research and development.

759

Gold Mine

A public company in Edmonton, incorporated in 1986, has a new discovery of 13,800 oz. of gold with an approximate value of \$6 million. To date 870 oz. of fine gold have been recovered. The company

has a net asset value, excluding the value of the new discovery, of \$5.6 million. Equity investment of \$400,000 is required and an estimated pre-tax annual return of 32 percent is expected over a two year period. Common shares and/or tax reducing flow-through shares, and/or joint ventures can be discussed. The corporation has received federal and provincial approval under the Immigrant Investor Program.



916

Video Teleconferencing

This Calgary company commenced operations in 1992 to establish video conferencing locations in Calgary, Red Deer and Fort McMurray. In addition, alliances will be formed with existing facilities in Edmonton, Vancouver and Toronto. It will provide high quality, full motion, colour teleconferencing facilities targeted toward universities, colleges, government and private businesses. The interactive video facilities enable people in different geographical areas to meet and exchange information. It is primarily used for courses, seminars, staff meetings and presentations. Revenues of \$150,000 are expected by 1995. Equity of \$100,000 is required to lease the equipment and cover operational costs.

767

Board Games Manufacturer

This Edmonton company has been manufacturing and marketing board games since 1989. One of its games ranked number seven in Canada in the first year of production. Distribution has started in California. In order to expand to Europe and the remainder of the U.S., increased production runs are necessary. Equity of \$150,000 is required to achieve these goals.

770

Snowboard Accessories Manufacturer

This Calgary company was established in 1990 and specializes in the design and manufacture of accessories for snowboards. The most significant product is a revolutionary binding which features a rotating highback and quick closure/release system. Over \$100,000 has already been invested into the company and the growth in the industry exceeds 200 percent annually. Equity of \$250,000 is being sought to help the company market at the international level.

771

Vertical Blinds Manufacturing

This company, started in 1991 and located at Airdrie, north of Calgary, wishes to manufacture vertical blinds. The blinds would be comprised of extruded aluminum and the vanes and matching valances would be available in a variety of colours. The two principals bring a total of 30 years of related experience to the project as well as an investment of \$150,000. Equity of \$100,000 is being sought to assist with the purchase of equipment and to provide the desired level of working capital.

773

Dental Management Software

This Edmonton company, incorporated in 1991, has obtained the Canadian licensing rights for a dental office management software package originally developed for the United States market. The company has reviewed 32 different systems in detail and determined that its product is the most complete and up to date with mouse pointing and graphical capabilities. The system is ready for Alberta and

is being modified for use in other provinces. An equity investment of \$150,000 is required to complete testing, purchase of fixed assets, and for marketing.

778 Laser Stress Analyzer

This Calgary company, founded in 1982, has recently invented and developed an automatic stress analyzer commercially known as LASTRAN. LASTRAN measures stress in different materials and structures using laser technology and photoelastic effect in such industries as airplanes, pipelines, automobiles, bridges, etc. Demand for stress analysis services exceeded \$12 billion in the U.S. in 1990 and is accelerating at a growth rate of 14 percent per year. One U.S. firm had sales of \$59 million in 1987. Start-up costs to manufacture the product require capital of \$370,000. It is expected that \$185,000 will be provided by government grants and interest free loans, \$65,000 will come from conventional loans and the balance of \$120,000 from the private placement of shares.



892 Non-Metallic Gasket Manufacturing

This Edmonton company, incorporated in 1989, manufactures all types of non-metallic gaskets for the oil and petrochemical industry, using in-house steel rule diemaking capabilities. Until now there has not been a Western Canadian manufacturer of replacement gaskets for the 80,000 registered pressure vessels in Alberta and obtaining new gaskets was a time consuming and costly process. The company has recently installed a large steel rule die press and have tooled up with 24 die boards for many of the standard manway and flange gasket designs used in the industry. An equity investment of \$100,000 is required to manufacture

additional die boards, purchase of CAD/CAM shop equipment (with computer and software) and for working capital.

783 Women's Fashions — Design and Manufacturing

This Edmonton company, incorporated in 1991, will design, manufacture and distribute a unique line of ladies fashions targeted at the middle income group. Marketing will be done through an already established direct marketing organization, recruited and trained by one of the company's principals. Equity of \$200,000 is required for start-up and expansion into Ontario and Quebec which will complete the coast to coast Canadian marketing system.

801 Safety Floor Treatment

Incorporated in 1990, this Edmonton company manufactures, distributes and services a full line of chemical, safety, washware, maintenance, and laundry products. The main product is a chemical safety floor treatment, which is formulated to react on all tile and concrete surfaces and will reduce slipping accidents up to 70 percent. In order to expand marketing beyond the four western provinces, the company requires equity of \$100,000.

808 Laser Gun Computerized Game

This company, federally incorporated in 1991 and located west of Edmonton, has developed a unique computerized sports game, utilizing a laser gun format. The system is designed for multiple-players, each with a laser gun and detector. A long range remote, central computer keeps track of the scores and informs the play-

ers of hits or misses. Players pay a fee and can win cash and prizes. Equity of \$225,000 is required to complete the technology, marketing and working capital.

809

Bulk Propane Dealer

This northwestern Alberta company, located near Peace River, commenced operations in 1989. It is in the business of distributing propane and installing related equipment. The propane is purchased from local processing plants and distributed to various agents and end users. The company also sells and leases tanks and related equipment. By servicing remote areas and smaller centres with reasonable prices and good service, the company has been able to increase sales and improve cash flow management. In order to expand its truck fleet and tank inventory to service the company's ever expanding market, equity of \$500,000 is required. Investors with marketing expertise are of particular interest.

810

Packaged Kiln Dried Firewood

This Red Deer company, has been established to function as a wholesale vendor of kiln dried firewood products for export to large retail outlets in the western U.S. The firm will be involved in all phases of the operation, including: the harvesting of suitable timber; cutting; splitting; kiln drying; and packaging of the product at the processing plant. The company has a minimum of 10 years supply of aspen trees available for harvest. Canadian and U.S. patents are registered for the production method and an experienced management team is in place. Equity of \$500,000 is required for start up costs, acquisition of manufacturing equipment and raw material inventory. Up to 50

NEW
753

percent of the common shares are available.

Audio-Video Storage Racks

This Calgary based company, incorporated in 1980, manufactures storage units for audio and visual products. Its product series include storage racks for compact discs, cassette tapes, video cassettes and remote control holders in a variety of sizes, styles and finishes. Moreover, in off-peak periods, bookshelves, speaker cases, filing cabinets, wine racks and magazine racks are produced. Major customers include Radio Shack, Eaton's, the Bay, and Canadian Tire, and significant inroads into U.S. and European markets have been made. Current sales exceed \$5 million and in spite of a shortage of working capital, the company successfully turned a \$222,000 loss in 1990 into a profit of \$113,200 for 1991. Equity of \$500,000 is being sought to purchase new vacuum forming equipment and working capital to allow for rapid expansion.

812

Floppy Disk Manufacturing

This Calgary company is a joint venture, formed in 1991, to establish a manufacturing facility for the production of 3.5 inch floppy diskettes. The facility will serve the North American microcomputer market with a quality and price competitive product delivered in a timely manner. The expertise represented by the joint venture includes: engineering design, procurement and operations, manufacturing of production facilities for the electronics industry including floppy disk production lines in Hong Kong and China, and the wholesaling/retailing of computer products. Total project costs outlined in the viability report is \$1.076 million. \$350,000 is sought to complete the equity requirement of \$752,000.

821**Copying, Reproduction and Printing Company**

This Calgary company founded in 1969, provides a complete range of reproduction and printing services for architects, engineers, lawyers, real estate, government, and the petroleum industry. Major services include high speed copying, process camera work, and offset printing. The plant is equipped with a full spectrum of state-of-the art equipment and has had peak sales in excess of \$1 million. The present plant is able to handle sales of \$2 million. Sales to date have been achieved without a sales force, however, a sales manager has recently been brought on board to expand the company's operations. Equity of \$100,000 is being sought to increase the working capital position of the company.

823**Geographical/Design Software**

This Edmonton company commenced operations in 1986, to provide advanced software development and now has six programs: a digital terrain model for mapping and engineering design, a coordinate geometry model, a municipal mapping system, a GIS system for topological analysis, an interactive storm sewer design system, and an interactive roadway design package. Equity of \$250,000 is required to expand marketing worldwide, improve the computer system, and to hire additional programmers.

829**3-D Animation Production**

This Edmonton company commenced operations in 1987 and is in the process of acquiring three-dimensional (3-D) animation computer software, which is on the leading edge technology for all media

productions (film, television, video, etc.). Established as a high quality, multi-faceted film and television producer, the company plans to be the first in the region to offer low cost, 3-D animation. An equity investment of \$250,000 is required to finalize the acquisition of the necessary technology and to begin its marketing campaign.

844**Specialty Lumber Producer**

This company, located south of Calgary, was incorporated in 1992 to produce specialty lumber products to metric specifications for the European marketplace. Products to be supplied are: wooden pallet component parts, pine shingles and shakes, fruit box material, bedboards, kiln drying, preserved wood, pressure treated lumber, rough wet unprocessed lumber, specialty cuts, or orders such as moldings and door casings. The critical decline in European forest production has created a large untapped market for the export of lumber products in most parts of the continent and the company already has several large volume orders on hand. Equipment valued at approximately \$1 million dollars has been acquired and equity of \$600,000 is being sought to build up inventories and provide additional working capital. A performance bond of \$1.2 million U.S. can be offered for security.

NEW**865****Energy Management/Card Access System**

This Edmonton company was formed in 1989 for the purpose of commercializing, on an international scale, an energy management and card access system, developed and tested in southern California. It is a state of the art, computer controlled, intelligent building system, which combines the features of energy management and card access/building security.

The system allows after hours tracking of building use and produces automatic tenant invoicing for power usage. The system has been installed and is operational in several buildings in the Los Angeles area. The company is seeking an equity investment of \$800,000, in exchange for a 40 percent share in the business. The projected internal rate of return is 41 percent over five years.

846

Revolutionary Down-Hole Testing System

This Calgary company, incorporated in 1985, has developed a new, revolutionary down-hole testing technology for use in oil and gas drilling. The system uses a conventional wireline to locate the testing tools down-hole, allowing for the activation of an electrical inflation packer pump and valve system. This system can monitor pressures, fluid density, conductivity and temperatures, and retrieve fluid samples. The test data can be transmitted to user's office, even as the testing occurs. This enables the user to make on-site decisions, such as whether or not to complete the well. Equity of \$400,000 is being sought for further development and working capital. A combination of common shares, debentures, and preferred equity with options is being offered. Minimum investments of \$100,000 will be considered.

849

Gold Exploration/Mining

This publicly traded junior exploration company was incorporated in 1986 in Edmonton and has recently completed the preliminary exploration phase on its two mining properties in Northern Canada. One property has geological formations similar to those found at the mines near Hemlo in northern Ontario, some with high gold content. The other property has

gold and associated metals in volcanic formations and platinum in a setting similar to those which supply the world's platinum group metals. An equity investment of \$700,000 is required to obtain core samples on the properties. Management has indicated that joint ventures will also be considered.

854

House Building Program

This Edmonton company, incorporated in 1991, has developed a service which allows individuals, without any experience in construction or understanding of the necessary elements, to successfully complete the building of a new home. All the required "services" would be brought together to allow an individual to be the general contractor for the construction of his own home. An initial investment of \$200,000 is required to open the retail operations and for working capital.

861

Heavy Equipment Dealership

Located in Edmonton, this recently established partnership was registered in 1991 and has secured Western Canadian sales territories for three heavy equipment companies. It also plans to take advantage of the forecasted growth in used heavy equipment sales by offering used equipment, trade-ins and consignments to further broaden its sales base. In order to complete its start up, an equity investment of \$500,000 is required to purchase the land for the operation and also, to purchase a viable truck box manufacturer which will provide the necessary stability for the partnership.

863**Wastewater Treatment Process**

This Edmonton company was established in 1979 and incorporated in 1988, to develop a unique physio-chemical treatment process, for the treatment of sewage and effluent. Almost \$2 million has been spent on research and development over the last six years and it is now substantially complete. Patents have been obtained in 19 countries and a number are pending. The process is both extremely efficient and economical, and has been licensed in Europe, where it has been installed in five full-scale food processing factories, with excellent results. An investment of \$750,000 is required to construct a mobile treatment plant and to initiate a well-planned marketing plan.

**867****Environmentally Friendly Diapers**

This Edmonton company, incorporated in 1990, experienced rapid, successful growth in its first year of operation. The emphasis is on the environmental friendliness of cloth diapers over disposables, in its promotions. A choice of diapers is offered, including sized, fitted ones with unique fasteners. Laundering is contracted out to a major hospital, thereby reducing overhead costs. Twice a week pick-up and delivery is superior to its major competitors and prices are competitive. The company anticipates continued high growth, due to environmental awareness and its ability to capture a greater market share. An equity investment of \$200,000 is required and active participation and/or general management assistance from the investor(s) would be acceptable.

558**Cruise Specialty Travel Agency**

This Edmonton company, incorporated in 1981, packages and distributes cruise holidays, on a wholesale basis to retail agents and through its own retail sales. The company is seeking interested parties to help expand the company in new directions and to utilize its expertise in the slower summer months as well. Equity capital of \$500,000 is being sought; units of \$100,000 are acceptable. The funds will be used to expand into a related field. One of the areas being considered is the purchase of an Okanagan house boat operation.

591**Manufacturing - Unique Door Frame**

This Calgary company, incorporated in 1986, intends to manufacture and continue the sales of a unique, quality door frame system with features never before obtainable in wood. The technology was originally imported into Alberta from Denmark. The company has acquired all the specialized equipment from the former manufacturer. Equity capital of up to \$200,000 is being sought for this project which has a proven market and strong earnings potential. Minimum investments of \$100,000 will be considered.

723**Marketing and Servicing Ozone Systems**

This Calgary company, incorporated in 1990, intends to market, install and service ozone systems for the treatment of water and wastewater in such applications as cooling towers, swimming pools, and municipal drinking water. Initially, the product will be marketed in Alberta. An agreement has been reached with an

established Canadian manufacturer to supply product and system designs. Equity capital of \$125,000 is required.

729 Image Systems Integration

Incorporated in 1989, this Calgary firm, a spin-off of a company started in 1970, utilizes the latest technological systems in optical scanning of drawings and optical disk mass storage. Its fully operational optical scanning system is capable of accepting documents up to 40 inches wide and 20 to 30 feet long. Large existing original drawings and diagrams can be stored in about two minutes on optical disk media and retrieved in seconds. The company sells, leases, and offers its miraging systems as a service to a market, projecting an average annual cumulative increase of 130 percent per year, over the next three years. Equity of \$600,000 is being sought to purchase the image scanning system, transfer the technology and distribution rights to the new company, and for marketing.

739 Security Alarm Systems

Incorporated in 1989, this Edmonton company is involved in the engineering, sales and servicing of alarm systems. Over 65 percent of its sales are in fire and burglar alarms, however, it also sells closed circuit television and access control systems. The company is debt free and a solid account base is in place. Minimum equity of \$100,000 is required to enhance working capital to facilitate growth.



878 Home Built Aircraft Product Manufacturer

Incorporated in 1984 and located 65 miles north of Edmonton, this company designs and manufactures products for the home

built aircraft market. It has also performed consulting work in the aerospace, composite materials and laser technology industries. The company is now moving into a new stage of development: designing and manufacturing its own products. Three products are now ready to go into production: a rotor blade system, an advanced aircraft propeller and a gyroplane kit. These products target the private (or amateur) aircraft builder. The company requires an equity investment of \$100,000 for capital equipment purchases and an operating credit line.

744 Concrete Siding Tiles

This Calgary company, incorporated in 1980, has recently developed a new, maintenance free product that gives homes a real stone appearance at a fraction of the cost. Interlocking fasteners are embedded into the tile and no mortar is needed. Market studies indicate that this product is capable of capturing a significant portion of the \$4 billion annual North American siding market. \$300,000 in equity capital is being sought for additional machinery, promotional and operating expenses.

747 Oilfield Sales and Service — Manufacturing

This Edmonton company has been in the oilfield sales and service industry since 1979. It specializes in the sales of drilling bits and mining equipment. In addition, the company has the unique expertise for retipping and replacing insert bits. Sales in 1990 were approximately \$1.2 million and sales are projected to be \$4.5 million by 1995. Equity of \$500,000 is required to increase inventory and purchase additional equipment.

762

**Roof Membrane
Manufacturer**

This Calgary company, incorporated in 1990, has acquired a new roof membrane construction material which will significantly advance the technology of patching commercial flat roofs. Its polymer based composite, is a liquid cold soldering product, is environmentally safe, cures in less than an hour, suits all climates and will effectively patch all major types of roofing: BUR; MB; and EPDM. Equity of \$285,000 has been invested to date and the company has access to the clients of a sister company with current sales of approximately \$250,000 per year. The company is looking for an additional \$250,000 in equity to provide financing for the expansion.

766

**Victorian Hat
and Band Boxes**

This Edmonton area manufacturer, incorporated in 1989, produces a quality line of traditional hat and band boxes with new utility and contemporary, fashionable designs to compliment any decor. The business operated as a cottage industry for 17 years and is now ready to expand and market its products throughout North America. The products are aimed at upper income individuals and at corporations for use in promotional presentations. Decorative styles run from Victorian, bridal, western to seasonal. Equity of \$125,000 is required for new equipment and marketing.

777

**Environmental Livestock
Equipment**

This Calgary company was incorporated in 1986, to design and develop environmentally controlled livestock complexes.



885

Unique Chess Game

This company, located 35 miles south-east of Edmonton was established in 1989 as a novelty item importer-exporter and is in the process of launching a new board-game. It is based on chess, but is more exciting and easier to play. Test marketing has produced very positive results. The game combines cards with the classic game of chess, providing both the strategic challenge of classical chess and the exciting element of chance. The company has contracted with Pezzano & Co. (a proven performer) to promote the game. The company is looking for \$500,000 in start-up funds.

785

**Petroleum and
Natural Gas Leases**

This Calgary company has been in the business of bidding for and acquiring petroleum and natural gas leases since 1988. During this period it has been successful in acquiring an interest in 57,280 acres on some 53 different prospect areas. The acquired lands to date have shown a 4.6 times increase in appraised value and a total of 4,640 acres have been sold for \$118,000 plus retaining overrides and/or carried interest in wells. Equity of \$266,000 is being sought to acquire an interest in existing inventory and to acquire additional leases.

787**Mind Enhancement
Relaxation Devices**

This Edmonton company was incorporated in 1981 to design and manufacture a series of repetitive light and sound stimulation brain wave entrainment devices used for relaxation and stress control, to increase creativity, productivity and even athletic excellence. A golf performance enhancement has been added and marketed which has proven very successful. Applications may also include the treatment of chronic pain and use in the dental community. Product has been accepted in the Canadian, American and European markets, with recent entry into Japan. The company is seeking product distributors, as well as licensing the technology to interested parties. Inquiries from potential equity (\$100,000 to \$200,000) investors are invited.

789**Crude Oil Storage
Tank Cleaner**

This small business, located near Edmonton has been serving the northern Alberta oilpatch since 1969. Recently the principal has developed a new process to thoroughly clean oil storage tanks. The process does not use any dangerous or harmful chemicals and the majority of the crude oil is recovered. Water used in the process is recyclable. An equity investment of \$250,000 is required to purchase equipment, expand marketing efforts and to increase working capital.

792**Fu-Lex Project**

This Calgary company started operations in 1986 to develop a fuel efficient conversion system. The conversion kit improves exhaust emissions in automobiles without the use of a catalytic converter, reduc-

ing emissions while enhancing power availability. Test marketing of over 283 vehicles gave a 95 percent drop in hydrocarbons. The company seeks \$250,000 to promote Fu-lex and establish a distribution system to market the product. Minimum investments of \$100,000 will be considered.

793**Pedigree Management
Software**

Founded in 1985 and incorporated in 1987, this Calgary company has developed and markets computer software, designed for the record keeping needs of the agricultural and pedigree marketplace. The software allows for data storage, as well as the access, retrieval and transmission of data dealing with animal pedigrees, health and maturity. There are currently over 4,500 dairy producers in Western Canada alone and the program can be modified to serve any industry that deals with pedigrees. An equity investment of \$150,000 is being requested to market this user friendly software.

**909****Electronic Power Meter**

This Calgary company, incorporated in 1990, manufactures a new electronic power meter. These meters can communicate over the power line thereby reducing or eliminating the need for meter readers. They also record the time at which the power was used, allowing for different power rates at different times of the day. The user's peak demand is also recorded, allowing the utility to bill accordingly. The company currently has a strong association with an American power company, and has conditional orders in place. An equity investment of \$600,000 is being sought, with a minimum of \$250,000 per investor.

NEW
914

Advanced Recycling Technology

The company, incorporated in Calgary in 1990, has acquired the exclusive rights for North America to market an advanced recycling technology. The unique system provides for recovery of organic components and their transformation into high grade compost which can be sold either in bulk or in bags. The technology separates glass, plastics and ferrous metals from the compost leaving about 10 percent of the original input for disposal in a landfill. The system is the most advanced of its kind with many proven benefits, such as: maximum hygienic conditions, maximum recovery of waste components, production of marketable high quality materials, ease of plant management and operations, and cost effectiveness. Equity of \$180,000 is being sought to cover marketing expenses, technical costs and for working capital.

794

Air/Vapour Sealer

This Lethbridge company has been in operation since 1985 and just recently has developed an air/vapour barrier product for use in both the exterior and interior construction industry. The barrier is applied primarily at the junctions of the exterior wall and the floor frame, the basement wall and floor, and the wall frame with the window and door jambs. The barrier product is patented in both Canada and the U.S. and market research indicates a potential market of \$13.5 million annually. Equity of \$150,000 is being sought to finance the marketing plan and working capital. A minimum investment of \$100,000 will be considered and up to a 40 percent equity position is being offered.

NEW
900

Electronic Product Design and Manufacturing

This Edmonton company was incorporated in 1969 by a group of four professors of electrical engineering from the University of Alberta. The company has developed both communications and oil and gas measurement products, which it markets through strategic alliances with major distribution companies. The firm also markets contract development and manufacture of microelectronic products and systems. The company is looking for an equity investment of \$450,000. Up to 10.5 percent of the company is available to investors, in either an active or passive role, depending on requirements. The funds will be used to expand manufacturing facilities and continue with product development.

797

Big Game Farm

As part of a government economic diversification and self-sufficiency plan for northern Alberta, this recently founded operation is located on a quarter section of land (with more being made available as required), approximately 510 miles northwest of Edmonton. It is in the business of raising elk. Through proper management, the operator foresees the export of elk and certain by-products to markets in Europe and the Pacific Rim countries, where there is an increasing demand for such delicacies. The business requires \$556,000 for breeder stock and setting up of the farming infrastructure. A minimum investment of \$100,000 will be considered to start operations.

800**Medical Specialty
Distribution Centre**

This Calgary company, established in 1989, markets specialty devices and equipment to the health care industry. Highly specialized surgical instruments are promoted, under exclusive agreements and several agency arrangements to distribute select capital equipment are in place. The principals have a combined 35 years of experience in the recession proof health care industry. Equity of \$100,000 to \$150,000 is required for additional working capital and an active participation could be available.

NEW**890****Custom Watch Designer/
Manufacturer**

This Calgary company, incorporated in 1989, manufactures and distributes custom design logo watches to wholesale, retail and tourism markets as well as to corporate clients wishing to provide employee incentives. Each watch produced is unique and designed to the clients specifications in quantities of 1 to 1,000. The artwork and logo design can be silkscreened, engraved, reproduced from a photo, etched, painted or acid etched. Sales to date have been concentrated in the corporate market, but now the principal wishes to expand its retail and tourism potential by establishing an outlet in a shopping complex in Calgary. Equity of \$250,000 is being sought for new equipment and working capital. Active investors contributing a minimum of \$100,000 will be considered.

803**Direct Marketing
of Leisure Products**

This Edmonton company was incorporated in early 1991 to direct market a

variety of products in North America, Europe and the Pacific Rim. The company currently has two products to offer, the main one being a board game comprised of five completely different games, some of which were successful individual games in the past few years. The other one is a compact metal lure retriever. The company requires equity of \$400,000 for initial manufacturing and marketing.

813**Western Wear
Manufacturer**

This Calgary company was incorporated in 1987 to design, manufacture and market quality casual and western wear. The products are in the mid-price range and are marketed directly by the company to specialty western wear stores, department stores and boutiques across Canada and internationally. The company presently employs up to eight sewers. Expansion plans will allow for up to 30 sewers. Equity of up to \$240,000 is required to establish a larger production facility and acquire machinery and equipment.

NEW**883****Hovercraft
Passenger Service**

This company was incorporated in Drumheller in 1984 to introduce a hovercraft adventure tour on Drumheller's Red Deer River. The all weather 32 passenger vehicle will travel at speeds of up to 50 km/hour in fully enclosed, temperature controlled cabins providing a panoramic view of the dinosaur valley. The attraction is designed to: capitalize on the Royal Tyrrell Museum's ability to draw 500,000 visitors to the area each year; gain from an alliance formed with Holland America lines; and, benefit from feature articles that have appeared in travel magazines across North America and Europe. The principals have invested \$500,000 into

the project to date; \$250,000 of non-refundable funding as well as over \$900,000 in repayable loans are in place. Additional equity of \$1 million is needed to finance new operations and a minimum amount of \$100,000 will be considered.



917

Wood Polymer Composites

The Calgary based company, incorporated in 1992, has recently acquired the North American rights to a wood polymer composite technology. The process essentially transforms lower quality, softer woods into hard valuable products for use in commercial and residential hardwood flooring, picture frame moldings; and selected applications in the custom wood-working industry. A demonstration program costing \$200,000 has been approved by the Alberta Research Council to determine the products capability. The cost will be shared equally by the council and the company. The company's objective is to capitalize on the rapidly growing hardwood flooring markets in Europe and North America. Equity of \$150,000 is being sought to fund the research and the engineering costs for a new plant and for working capital.

814

New Geophysical Industry Technology

This Calgary company was established in 1989 and has developed a quality control monitor instrument to be utilized by the geophysical data acquisition industry. The Lineboss 9001 is a computer-based test instrument which employs a new technology that has no direct and very limited secondary competition. The monitoring equipment will enable oil companies to identify smaller pay zones of oil pools with much greater accuracy. The scope for this product is international with a total market potential in excess of \$80 million.

824

Horse Equipment Manufacturer/Distributor

This newly established Calgary company is in the start up phase of manufacturing, distributing and selling health care, treatment and exercise equipment to the North American horse industry. Products include: swimming centres for treatment and exercising, horse solaria to improve performance and fertility, respirators to treat respiratory tract problems, foaling monitor systems to track the foaling process, and track conditioners to recondition race track and riding arena surfaces. Albertans purchase \$124 million of equine equipment annually, while sales in the U.S. exceed \$1 billion. Equity of \$250,000 is required to commence marketing and distribution and active partners are welcome.

835

Fishing Accessories

This Edmonton region company, incorporated in 1986, has designed a unique line of fishing accessories for the recreational and commercial marketplaces. The main product line is a plastic sport fishing spoon, available in various sizes and colours. In order to commence manufacturing and marketing the product lines, equity of \$1 million is required. If the manufacturing is licensed out, an equity investment of \$250,000 will be required for marketing.

847

Oil Gas Environmental Products

This Calgary company, formed in 1992, has acquired the international marketing

rights to two Canadian developed, innovative, hydrocarbon clean-up and reclamation technologies. The first product that the company manufactures is a hydrocarbon separator/contaminated soil and sludge reclamation unit that recovers hydrocarbons from contaminated soils, slurries, sludge, and tank bottoms. The second product is an amine/glycol distillation reclaimer which purifies and recovers valuable chemicals from gas, and separates the chemicals from the contaminants. In Alberta alone, 90,000 oil and gas sites require clean-up, representing a market potential of \$4.5 billion. An investment of \$500,000 is required to buy the production facility and to complete the licensing requirements for both technologies.



876

Pre-Operative Hand/Arm Sanitizer

This Edmonton company, incorporated in 1989, has developed a working prototype of an automatic surgical suite scrub station. This device provides a more efficient and effective removal of bacteria than the traditional pre-surgical manual scrub. The level of sanitization provided by the system is far superior and more consistent than the current, lengthy manual methods, that have been in use for many years. Preliminary studies indicate that the system will pay for itself in less than two years, based on labour time and material savings alone. Equity funding of \$823,400 is required to bring the system into full production and minimum investments of \$100,000 are acceptable.



919

Olde English Pub

This international corporation, incorporated in Edmonton in 1990, has developed a strong English pub concept which will be attractive to everyone, everywhere. The English pub would include artifacts and antiques of the 1700's and 1800's and patrons would enter via a Tower of London setting in a thick English fog. The pub will entail mystery, live entertainment, comedy and a great deal more. The company is already set up with a tour company to bring tourists to the establishment. Management has identified several national and international markets to which it currently plans to expand. Investments of \$300,000 to \$800,000 will be acceptable depending location and lease agreement. The company will entertain offers of a franchise, or partnership with potential investors.

853

Full Service Truck Stop

This Edmonton area business, incorporated in 1986, has a multi-service facility including: full service restaurant, convenience store, vehicle repair and wash, 24

hour cardlock system and rest area with laundry and showers. Adjacent is a 49 unit motel (owned 25 percent by the truck stop). In place is a long term agreement with a major oil company. The company is now planning to add new services to the centre. In order to accomplish this and increase its marketing efforts, an investment of \$400,000 is required.

INDUSTRY CROSS-REFERENCE

Agri-Business

866 Cattle Feed Processor	18
888 Medical Lab Supplier and Abattoir	26
772 Nutritious Snack Foods	26
822 Bottled Natural Spring Water	31
858 Carbonated Beverage Manufacturer	33
638 Environment Friendly Products	35
777 Environmental Livestock Equipment	43
793 Pedigree Management Software	44
797 Big Game Farm	45
824 Horse Equipment Manufacturer/Distributor	47

Communications Telecommunications

781 Telecommunicator/Data Organizer	19
817 International Communications Network	25
826 Animated Motion Neon Signs	31
916 Video Teleconferencing	36
829 3-D Animation Production	39
909 Electronic Power Meter	44
900 Electronic Product Design and Manufacturing	45

Computer Related

530 Simulation Software	17
678 Fingerprinted "Smart Cards"	18
649 Electro Optics Company	21
786 Integration Software	22
817 International Communications Network	25
788 Dental Office Management Systems	29
832 Identification System	31
851 Discount Computer Retailer	32
857 Offfield Monitoring/Control System	33
47 Computerized Road Travel Information	34
556 Gas Supply Management	34
741 Mainframe Performance Enhancement Software	35
757 Multimedia/Computer Based Training	35
773 Dental Management Software	36
778 Laser Stress Analyzer	37
812 Floppy Disk Manufacturing	38
823 Geographical/Design Software	38
829 3-D Animation Production	39
865 Energy Management/Card Access System	39
729 Image Systems Integration	42
793 Pedigree Management Software	44

Construction

230 Specialized Real Estate Development	17
828 Dry Pipe Sprinkler System	20
875 Architectural Components and Building Products	20
899 Wire Mesh Concrete Reinforcement	22
682 Thermoplastic Technology	27
807 Cold Mix Asphalt Manufacturer	30
886 Insulated Masonry Building System	34
753 Audio-Visual Storage Racks	38
854 House Building Program	40
591 Manufacturing — Unique Door Frame	41
744 Concrete Siding Tiles	42
762 Roof Membrane Manufacturer	43
794 Air/Vapour Sealer	45
917 Wood Polymer Composites	47

Electronics

678 Fingerprinted "Smart Cards"	18
828 Dry Pipe Sprinkler System	20
649 Electro Optics Company	21
697 Battery Recharging System	27
819 Remote Miniature Reconnaissance Vehicles	30
826 Animated Motion Neon Signs	31
778 Laser Stress Analyzer	37
808 Laser Gun Computerized Game	37
846 Revolutionary Down-Hole Testing System	40
909 Electronic Power Meter	44
787 Mind Enhancement/Relaxation Devices	44
900 Electronic Product Design and Manufacturing	45

Environment

795 Dangerous Goods Storage Lockers	19
802 Recycled Waste Plastic Products	20
891 Water Treatment Using Ozone	20
911 Plastic Blast Medium/Injection Molding	21
649 Electro Optics Company	21
725 High Volume/G Force Centrifuge	22
791 Waste Management Turnkey Systems	22
862 Environmental Reclamation Products	24
868 Multi-Purpose Industrial ATV	27
798 Compartmentalized Recycling/Waste Container	29
807 Cold Mix Asphalt Manufacturer	30
879 Mobile Filtration Units	30
837 Soil Decontamination Service	32
840 Reforestation Nursery	32
838 Environment Friendly Products	35
863 Wastewater Treatment Process	41
867 Environmentally Friendly Diapers	41
723 Marketing and Servicing Ozone Systems	41
777 Environmental Livestock Equipment	43

792 Fu-Lex Project	44
914 Advanced Recycling Technology	45
847 Oil/Gas Environmental Products	47

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839 Manufacturer — Wood Products	20
866 Multi-Purpose Industrial ATV	27
840 Reforestation Nursery	32
810 Packaged Kiln Dried Firewood	38
844 Specialty Lumber Producer	39

Manufacturing

667 Advanced Technology Commercial Transport Aircraft	17
866 Cattle Feed Processor	18
764 Precious Gem Production	19
780 Reversible/Variable Pitch Fan	19
795 Dangerous Goods Storage Lockers	19
802 Recycled Waste Plastic Products	20
828 Dry Pipe Sprinkler System	20
839 Manufacturer — Wood Products	20
875 Architectural Components and Building Products	20
891 Water Treatment Using Ozone	20
911 Plastic Blast Medium/Injection Molding	21
702 Flat-Proof Bicycle Tires	21
791 Waste Management Turnkey Systems	22
899 Wire Mesh Concrete Reinforcement	22
862 Environmental Reclamation Products	24
815 Carbothermic Reduction and Vacuum Decarburizing System	25
887 Efficient Fluorescent Lighting	26
850 Drill Bit Manufacturer	26
675 Sports Racing Car	26
682 Thermoplastic Technology	27
697 Battery Recharging System	27
713 Portable Wheelchair Lift	27
719 Portable Golf Driving Range	28
721 Educational Toy Manufacturer	28
772 Nutritious Snack Foods	28
774 Multi-Purpose Display Stands	29
804 Truck and Auto Accessory Manufacturer	30
819 Remote Miniature Reconnaissance Vehicles	30
826 Animated Motion Neon Signs	31
830 Plastic Container Manufacturer	31
852 Food Smoker Manufacturer	32
855 Ultrasonic Golf Club Cleaning Machine	33
857 Offfield Monitoring/Control System	33
858 Fragrance/Cosmetic Manufacturer	34
770 Snowboard Accessories Manufacturer	36
771 Vertical Blinds Manufacturing	36
783 Women's Fashions — Design and Manufacturing	37
892 Non-Metallic Gasket Manufacturing	37
812 Floppy Disk Manufacturing	38

753 Audio Visual Storage Racks	38
821 Copying, Reproduction and Printing Company	39
844 Specialty Lumber Producer	39
865 Energy Management/Card Access System	39
846 Revolutionary Down-Hole Testing System	40
863 Wastewater Treatment Process	41
591 Manufacturing — Unique Door Frame	41
878 Home Built Aircraft Product Manufacturer	42
747 Offfield Sales and Service — Manufacturing	42
766 Victorian Hat and Band Boxes	43
909 Electronic Power Meter	44
787 Mind Enhancements/Relaxation Devices	44
900 Electronic Product Design and Manufacturing	45
794 Air/Vapour Sealer	45
890 Custom Watch Designer/Manufacturer	46
813 Western Wear Manufacturer	46
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814 New Geophysical Industry Technology	47
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835 Fishing Accessories	47
847 Oil/Gas Environmental Products	47
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Medical

724 Pharmaceutical Products	18
743 Endarterectomy Catheter	18
827 Drug Store Chain Expansion	23
888 Medical Lab Supplier and Abettor	26
713 Portable Wheelchair Lift	27
773 Dental Management Software	36
794 Air/Vapour Sealer	45
800 Medical Specialty Distribution Centre	46
824 Horse Equipment Manufacturer/Distributor	47
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530 Simulation Software	17
764 Precious Gem Production	19
725 High Volume/G-Force Centrifuge	22
805 Oil and Gas Joint Venture Operator	23
838 Oil and Gas Development	23
901 Petroleum and Natural Gas Fund	23
856 Specialized Oil Geological Services	24
868 Multi-Purpose Industrial ATV	27
879 Mobile Filtration Units	30
837 Soil Decontamination Service	32
857 Offfield Monitoring/Control System	33
556 Gas Supply Management	34
759 Gold Mine	35
809 Bulk Propane Dealer	38
846 Revolutionary Down-Hole Testing System	40
849 Gold Exploration/Mining	40
747 Offfield Sales and Service — Manufacturing	42

785 Petroleum and Natural Gas Leases	43
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881 Golf Course/Residential Development	17
820 Four Seasons Resort Development	23
915 High Tech Golf Shelters	24
872 Claron Hotel Okotoks	25
758 Premiere Golf Course/Lodge	25
860 Component Sports Roof Rack	26
760 Lake Louise Tourism Attraction	28
852 Food Smoker Manufacturer	32
855 Ultrasonic Golf Club Cleaning Machine	33
864 Evening Entertainment Tours	34
47 Computerized Road Travel Information	34
767 Board Games Manufacturer	36
770 Snowboard Accessories Manufacturer	36
808 Laser Gun Computerized Game	37
558 Cruise Specialty Travel Agency	41
878 Home Built Aircraft Product Manufacturer	42
885 Unique Chess Game	43
883 Hovercraft Passenger Service	46
803 Direct Marketing of Leisure Products	46
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Retail Wholesale

784 Precious Gem Production	19
827 Drug Store Chain Expansion	23
727 Apparel/Trading Company	24
860 Component Sports Roof Rack	26
719 Portable Golf Driving Range	28
772 Nutritious Snack Foods	28
870 Safety Services and Products	28
774 Multi-Purpose Display Stands	29
877 Business Network	29
822 Bottled Natural Spring Water	31
851 Discount Computer Retailer	32
880 Battery Distributor	32
884 Safety Product for Slippery Areas	32
886 Insulated Masonry Building System	34
801 Safety Floor Treatment	37
806 Bulk Propane Dealer	38
810 Packaged Kiln Dried Firewood	38
861 Heavy Equipment Dealership	40
723 Marketing and Servicing Ozone Systems	41
739 Security Alarm Systems	42
885 Unique Chess Game	43
768 Victorian Hat and Band Boxes	43
800 Medical Specialty Distribution Centre	46
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813 Western Wear Manufacturer	46
853 Full Service Truck Stop	48

Service

795 Dangerous Goods Storage Lockers	19
841 Rail Road Car Refurbishing	21
856 Specialized Oil Geological Services	24
817 International Communications Network	25
697 Battery Recharging System	27
780 Lake Louise Tourism Attraction	28
870 Safety Services and Products	28
877 Business Network	29
816 Home Warranty Service	30
819 Remote Miniature Reconnaissance Vehicles	30
832 Identification System	31
837 Soil Decontamination Service	32
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884 Safety Product for Slippery Areas	33
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583 Temporary Staffing Services	35
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Transportation

867 Advanced Technology	
Commercial Transport Aircraft	17
780 Reversible/Variable Pitch Fan	19
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REGISTRATION RESPONSE FORM

Yes, I would like to participate in the **Investment Matching Service of Alberta**. I understand that this confidential, professional service is provided at no cost to potential investors and companies seeking investment capital or strategic alliances.

- ☐ Please add my name to the mailing list for future volumes of the **Investment Matching Service of Alberta Catalogue**.
- ☐ Please send me the brochure called: **Investment Matching Service of Alberta**.
- ☐ My company is seeking investment capital and I would like to be listed in the next **Investment Matching Service of Alberta Catalogue**.
- ☐ My company is seeking a strategic partner and would like to be registered with the **Investment Matching Service of Alberta Catalogue**.
- ☐ I am searching for qualified investment opportunities and would like to be registered with the **Investment Matching Service of Alberta**.

- ☐ I am interested in specific opportunities listed in this Catalogue as follows:

REFERENCE NUMBER:	DESCRIPTION
_____	_____
_____	_____
_____	_____
_____	_____
COMPANY NAME: _____	
CONTACT PERSON NAME: _____	
TITLE: _____	
ADDRESS: _____	
CITY: _____	
PROVINCE: _____	POSTAL CODE: _____
TELEPHONE BUS: _____	RES: _____
FACSIMILE: _____	

CATALOGUE RESPONSE CARD

Which section of the Catalogue do you find most useful?

- ☐ Alberta investment opportunities
- ☐ Strategic Alliances
- ☐ Economic Indicators
- ☐ Investment News
- ☐ Alberta Infrastructure
- ☐ Other _____

How could we improve:

- DESCRIPTION OF INVESTMENT OPPORTUNITIES? _____
- STRATEGIC ALLIANCES? _____
- ALBERTA INFRASTRUCTURE? _____
- INVESTMENT NEWS? _____
- ECONOMIC INDICATORS? _____
- OTHER? _____

What additional types of information would you find useful?

Other comments or suggestions are welcome.

Mail or Fax this form to:

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